

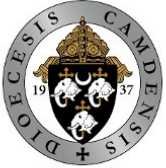


# Prelude Solutions

Optimizing Communication Platforms



New York Institute  
of Technology



THE UNIVERSITY  
OF THE ARTS



DVFriends  
GRADES 1-12



## Success Spotlight: Education Industry K-12

### Overview

As a member of the Chester County Chamber of Business and Industry, we were introduced to George Fiore, the CEO of the CCIU. He was interested in finding savings on their current telecom spend as well as providing better service to the schools they service in Chester County.

### Challenge

While through a pandemic we were able to audit 41 Locations and 6 vendors for wireline and wireless services.

### Solution

Prelude reviewed all of their voice and data invoices: Internet, Dark Fiber, PRIs, POTs, and wireless devices. While earning them the exact savings we projected, we were able to upgrade their bandwidth, eliminate unused wireless and wireline services, discover and correct billing discrepancies while obtaining back credits, remove and backdate incorrect tax charges and negotiate renewals on several accounts to solidify our partnership and savings.



**Education Industry**

34%

**\$630,000**

“Prelude has been an absolutely outstanding partner in our telecom efficiency and cost-saving project. Right out of the gate, after taking the time to explain how the process worked, they engaged directly and persistently with our telecom providers and carriers to discover potential savings and implement changes, keeping us up to date on everything they were doing on our behalf. They presented their progress in a collaborative, easy-to-understand format that helped us to quickly and comprehensively see how things were going at any given moment. The COVID pandemic hit just after we started the project, presenting quite a few major challenges, but the Prelude team worked with us to keep the project moving forward and produce their promised efficiencies and savings. We couldn't be happier with the process, the financial and efficiency outcomes, and the entire team at Prelude, and we look forward to working with them on future projects.”

**- John DeMillion, Director of IT, CCIU**