



Prelude Solutions

Optimizing Communication Platforms



Success Spotlight: Professional Services

Overview

RKL is an accounting firm with several locations throughout Berks, Lancaster, and Chester County.

Challenge

RKL had not performed a telecom services audit for several years. Their goal was to have a better understanding of all their current contractual obligations, services, and current rates.

Solution

With a weekly meeting, we were able to achieve over 50K in savings by initializing a migration to a different rate platform with their current provider. Since RKL was interested in a complete review and refresh of their technology, from this audit and inventory analysis, RKL has a clear understanding of their current rates, pricing, and inventory for additional technology roadmap decisions.



Professional Services Industry

34%

\$1.5 M

“RKL partnered with Prelude to perform a telecom audit and they quickly discover \$50,000 in annual savings for our organization. Upon moving forward with the necessary changes, the carrier cited internal technical and procedural issues that delayed the lower-cost services. Prelude began scheduling reoccurring meetings with the carrier and because of their persistence and professionalism, RKL earned all of our reductions and a backdated credit covering the dates the reduced prices were originally meant to be implemented.”

- Pamela Mahoney - IT Director, at RKL