

How To Get MORE for LESS With Internet Access

How a Higher Education Institution Avoided Overspending and Dramatically Improved Its Internet Access While Lowering Costs.



The Story

A local university needed a stronger, more reliable internet network, but their existing environment lacked redundancy and flexibility. With limited perceived options, they were unsure how to improve performance without increasing costs.

Using The Prelude Procurement Process®, Prelude restructured their network strategy to increase bandwidth, introduce resilience, and better align the environment with their needs.



Director of IT



Prelude came in during a very difficult time for the university. Their help is hard to put into words. They'll be my first call for anything telecom-related.

→ Why It Mattered

By aligning network design with the right contractual terms and pricing, Prelude ensured the university had reliable, long term access at the right cost. This reduced risk, improved performance, and positioned the institution to scale with confidence.

→ The Outcome

- 4x increase in bandwidth.
- 95% network diversity (up from 5%).
- Reduced costs to two-thirds of prior spend.

The result was a significant improvement in both performance and redundancy, creating a more resilient and scalable network. At the same time, costs were reduced, freeing up an additional \$100K back into their 2026 budget.

BOOK A QUICK CALL



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