



www.hiram.edu
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“Achieving 22% in immediate cost savings is great and very much appreciated, but equally important was your analysis of how our college can cost-effectively migrate from an end-of-life telecommunications system to a new VoIP and Unified Communications platform that will reduce future costs and significantly improve our college’s communications capabilities.”

Frank Ventura • Chief Information Officer

Challenge

Hiram College stated goal was to take advantage of enabling technologies to improve internal operations and establish an infrastructure that could enable collaboration with other colleges and universities in the state. The existing system could not meet these objectives. Hiram College has a 20 year old telecommunications system that served over 500 telephone stations throughout the college campus. The cost to upgrade or replace the existing system was prohibitively expensive.

HTEEx Approach

HTEEx conducted a comprehensive review and assessment of in-place telecommunications conditions, equipment and LAN infrastructure, services, contracts, fiber and WAN network and costs. HTEEx reviewed with Hiram College the potential for unified communications to enhance business and educational processes. HTEEx investigated multiple telecommunications vendors and platforms in collaboration with Hiram College. HTEEx conducted a cost savings analysis across all telecommunications services leveraging the in-place fiber/WAN network.

Results

HTEEx achieved 22% of total cost savings by implementing cost savings recommendations and utilizing HTEEx vendor partners. HTEEx was able to leverage existing partner fiber to save on network access costs and provide diverse access to the Internet.

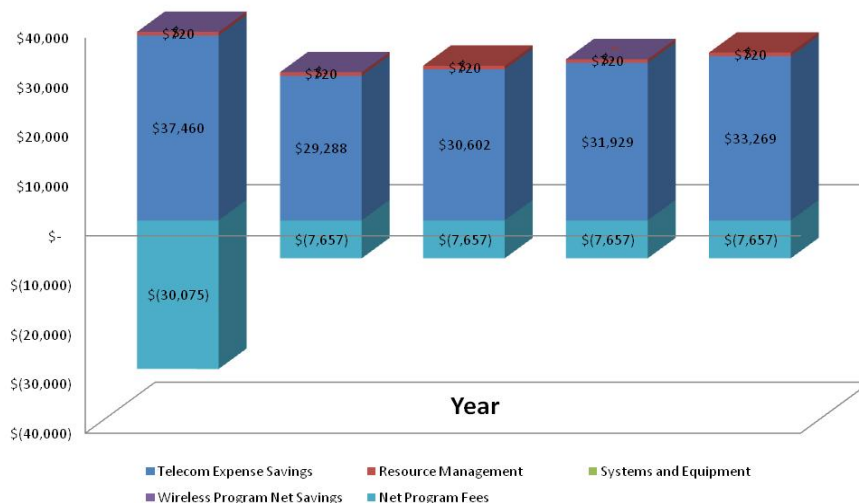
Strategic Benefits

- HTEEx recommended an open system solution which will enable Hiram College to migrate from the current telecommunications platform gradually and cost-effectively with minimal capital outlay.
- The proposed system solution will provide a significant increase in communications capability to achieve the desired collaboration goals with other colleges and universities.
- HTEEx provided Hiram College with an implementation plan and road map for achieving immediate cost savings and the future enhancement in total telecommunications and network infrastructure.
- HTEEx continues to collaborate with Hiram College to evaluate advanced productivity applications to achieve the college’s ongoing technology plan.

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Member Value	\$ 38,200	\$30,000	\$31,300	\$32,600	\$ 34,000	\$166,100
Member Fees	☆ (30,100)	(7,700)	(7,700)	(7,700)	(7,700)	(60,900)
Net Program Benefit	\$ 8,100	\$22,300	\$23,600	\$24,900	\$ 26,300	\$105,200

☆ Member fee for Year 1 was prior to launching the HTEEx program. The first year fees under the HTEEx program would have been approximately \$21,500 or \$8,600 less. The five year internal return would have been 355% under the new fee calculation.

HTEEx Program Member Value vs. Member Costs



Initial Cost Savings 22%
Payback in Months 9.6
Five Yr. Internal Return 152%



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