

## CASE STUDY:

*“The HTE process was very comprehensive and just what we needed. However, cost savings of over 50% was way beyond my expectations and truly impressive. You also developed an accurate inventory of our services and costs which will enable HTE to effectively manage our telecommunications system services and costs going forward. Our district is in very good hands.”*

Jeff Eble • Business Manager



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### Challenge

Maple Heights Schools was going through significant challenges as a result of being deeply involved in a district-wide OSFC building constructing project. There was not the time or expertise internally to address the in depth telecommunications audit and assessment that was required. The district engaged HTE for their K-12 experience and ability to evaluate telecom system options. The district had to be able to achieve the cost reductions without disrupting the district's staff who were heavily involved in the OSFC project.

### HTE Approach

HTE conducted a building by building analysis of all local exchange services. It was determined that a significant amount of lines and circuits could be disconnected without adversely impacting communications efficiency or capability. HTE also evaluated alternative vendors and network design concepts to achieve additional cost savings. HTE presented three major cost savings recommendations to the district and, upon the district approval, fully implemented the cost savings.

### Results

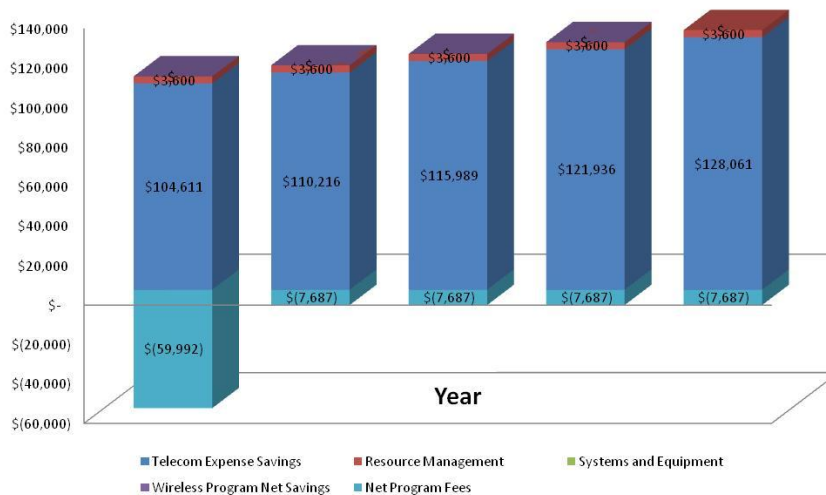
The three cost savings recommendations presented by HTE resulted in cost savings of \$104,611 annually. This represented 56% of the audited telecommunications costs. Currently, HTE is in the process of an in-depth cost savings analysis associated with the district's wireless services.

### Strategic Benefits

- HTE is currently managing the district telecom services and costs as the district continues the process of deploying the new school buildings and voice/data telecom equipment and services associated with the OSFC project.
- HTE will provide its support services, as required by the district, during the approximate 18 month timeline associated with completing the OSFC project.
- HTE will, both prior to and subsequent to the completion of the OSFC project, provide the district advice and counsel regarding communications technologies that will enhance both internal productivity and quality of education throughout the district.

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Member Value	\$108,200	\$113,800	\$119,600	\$125,500	\$131,700	\$598,800
Member Fees	(60,000)	(7,700)	(7,700)	(7,700)	(7,700)	(90,800)
Net Program Benefit	\$ 48,200	\$106,100	\$111,900	\$117,800	\$124,000	\$508,000

HTE Program Member Value vs. Member Costs



Initial Cost Savings **56%**  
 Payback in Months **6.9**  
 Five Yr. Internal Return **197%**



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