

## CASE STUDY:



**Oberlin City Schools**  
[www.edline.net/pages/Oberlin\\_City\\_SD](http://www.edline.net/pages/Oberlin_City_SD)  
 (440) 776-4551

*"I was impressed by the completeness of the telecommunications audit and your in depth cost savings analysis. What was most impressive was your assessment of our district's in place communications system and communications needs followed by the design and pricing of our new VOIP solution. While our cost savings was minimal, what is important to me is that you validated the effort our district has made to control costs."*

John Schroth • Asst. Superintendent

### Challenge

Oberlin City Schools understood that their in place telecommunications equipment was very out of date and needed replacement in the near future. Their Local Area Network (LAN) also needed to be upgraded. Additionally, there was also the desire to acquire more advanced communications capabilities throughout the district. The district's telecommunications costs were being well managed, and it was necessary to leverage the HTE's capabilities and contracted business partners to enable an advanced VOIP system to be installed at an affordable cost.

### HTE's Approach

HTE conducted a comprehensive audit and inventory of the district's total voice/data telecommunications system's, services, contracts and costs followed by an in-depth cost saving study, which included successful negotiations with the district's local telephone company. HTE reviewed the opportunity for applications to enhance the business and educational processes, including security. HTE completed the design of the desired VoIP platform and evaluated multiple vendors and systems to determine which combination could offer the most effective and cost efficient solution for the district.

### Results

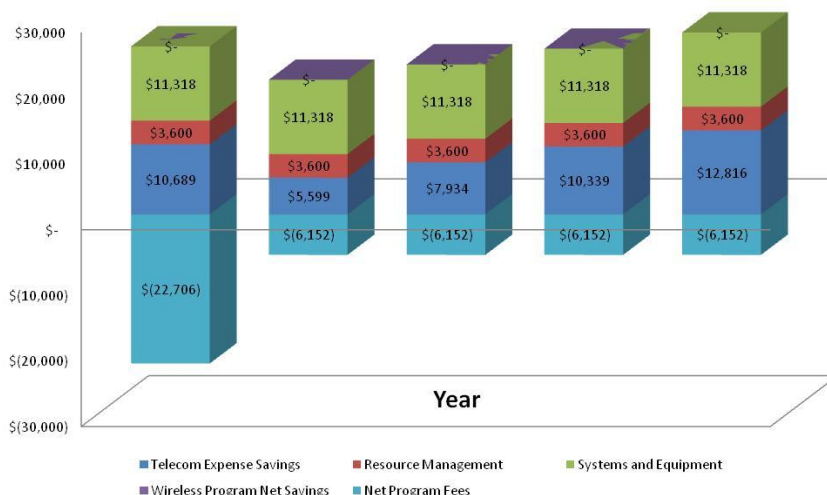
HTE achieved first year cost savings of 14%, which included over \$7,000 in vendor overbilling back credits. The new VoIP solution is affordable as a result of an HTE vendor discount of over \$56,000 and substantially increases overall communications capabilities.

### Strategic Benefits

- HTE has provided the district a system/network deployment plan and will serve in a project management role.
- HTE will ensure that the district secure all of the advanced communications capabilities that are contained in the new VoIP solution.
- HTE, in collaboration with this district and other public sector organizations in Lorain County, assist in the design creation of a shared voice/data communications network.
- HTE will be providing the district telecom lifecycle support which will ensure on going cost control, voice/data purchasing cooperative benefits and strategic telecom advice and council.

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Member Value	\$ 25,600	\$20,500	\$22,900	\$25,300	\$ 27,700	\$122,000
Member Fees	(22,700)	(6,200)	(6,200)	(6,200)	(6,200)	(47,500)
Net Program Benefit	\$ 2,900	\$14,300	\$16,700	\$19,100	\$ 21,500	\$ 74,500

HTE's Program Member Value vs. Member Costs



**Initial Cost Savings** 14.1%  
**Payback in Months** 15.9  
**Five Yr. Internal Return** 222%



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