

Campus Technologies Inc cuts its time spent on network management by over half and saves 25%+ on circuit procurement with Lightyear.

60%

network engineer
time savings

25%

telecom
procurement savings

100%

of installation issues
offloaded to Lightyear

Managed network service provider (MNSP) for student housing facilities across the U.S.

Customer Challenges:

- Network includes 100+ high-bandwidth dedicated internet circuits and hundreds of POTS lines across the U.S.
- High capacity and reliable DIA circuits required to serve multi-tower housing facilities
- Broad geographic footprint requires telecom relationships with small, hard-to-reach providers as well as national providers
- Contract analysis and tracking needed to avoid bill creep and accidental auto-renewals

Results:

- Automated RFP process for large and nuanced dedicated internet procurement projects
- 25%+ cost savings relative to budget on dedicated internet access purchases
- Contract analysis and negotiations completed to correct bill creep on entire POTS network, resulting in 45% cost savings on POTS lines
- Significantly reduced circuit installation timelines and fully offloaded emergency install escalations to Lightyear software
- Managed circuit rebids to avoid accidental and expensive contract renewals

“Lightyear really has re-imagined and re-invented the connectivity and bandwidth sourcing process. We haven't looked back since switching to Lightyear, and you won't either. If your business connects to the Internet, you should be using Lightyear.”

Andrew Marshall, CEO Campus Technologies Inc

