

CUSTOMER CASE STUDY

# Aecon

Aecon is a Canadian leader in infrastructure development, managing some of the most impactful construction projects in civil, nuclear, industrial, and urban transportation. With offices and work locations across North America, Aecon's growth demands scalable, reliable IT operations.

**\$700k**  
in savings from discovering unknown circuits

**Weeks**  
of manual research reduced to hours

**100%**  
visibility into network footprint across all sites and carriers

## CHALLENGES



### Fragmented Telecom Operations

With dozens of individual business units and constantly shifting construction sites, telecom procurement was handled independently at each location, creating a highly fragmented environment across multiple ISPs and manual processes.



### Manual Research & Procurement Bottlenecks

Every new service request required hours of research, direct carrier outreach, and manual follow-ups with the teams defaulting to "big name" providers for convenience rather than best pricing.



### Zero Network Visibility

Aecon had no centralized view of its existing circuits, which were scattered across dozens of ISP portals and manual spreadsheets. This led to paying for unneeded services, missing deadlines, and years of confusion over their true network footprint.

## RESULTS



### Automated ISP Procurement

Lightyear's Procurement platform transformed weeks of manual carrier research into hours of automated quoting. Side-by-side comparisons of all available carriers, pricing, and options—backed by 1M+ price points—ensured Aecon was receiving optimal rates every time.



### Complete Network Inventory Control

Using Lightyear's Network Inventory Manager, Aecon consolidated hundreds of existing circuits into a single digital pane of glass. This led to the discovery of unused circuits, resulting in \$700k annual savings, delivering 50x ROI in year one.



### Empowered Field Operations

Field services teams can now access all network information—IP addresses, contract terms, and ticketing—through one unified platform instead of juggling 10+ different ISP portals, dramatically improving Aecon's operational efficiency.



**"We have dozens of new job sites going up across the continent, sometimes almost weekly, and I don't have time to call each ISP and figure out pricing and compare. Lightyear is like what Google Flights is for booking airline tickets—it's changed the game for us."**

– Andy Matthews, Director of Technology and Operations, Aecon