CUSTOMER CASE STUDY

Okta

Okta, a global leader in identity and access management, serves thousands of organizations and employs approximately 7,000 people across six continents, with physical offices worldwide.

20%+
Cost Savings

100%
Quoating and Install Visibility

70%+
Time Savings

CHALLENGES

Small Team with Large Network Demands

Okta's lean corporate network has an extensive list of responsibilities including rapid office expansion, requiring complex network capabilities like redundancy and diversity.

Inefficient and Manual Procurement Processes

Okta tried traditional procurement methods like a circuit aggregator but faced manual workflows, installation delays, implementation errors, and high costs - without solving key issues like true carrier redundancy.

Disorganized Network & Invoice Management

With a growing network, the team spent excessive time tracking contracts, auditing invoices, and managing payments. Without a centralized system, mismanagement led to service disruptions and billing headaches.

RESULTS

Streamlined ISP Procurement

Using Lightyear's Procurement platform, Okta ran a digital RFP powered by real-time market intelligence (1M+ price quotes) and network intelligence (1200+ vendors), securing the most competitive rates effortlessly.

Integrated Installation Management

Lightyear's platform simultaneously provided Okta with an installation management system to easily track and manage circuit installs, proactively escalate any service issues, and avoid costly delays.

Enhanced Bill Payment Efficiency

Okta adopted Lightyear's Network Inventory Manager and Bill Consolidation services to organize data, eliminate invoice headaches and free up engineering time.

"The time saved Lightyear has afforded us is just amazing. You know, we're engineers. We want to focus on engineering work- what we enjoy- and now we can, thanks to Lightyear. PLUS, it's moving the business forward. It's moving our goals forward."

– Catherine Lee, Staff Infrastructure Engineer, Okta