

lightyear + flume

flume Profile:

National fixed wireless ISP aiming to end the digital divide and bring affordable internet access to all

Customer Needs:

- Network includes IP transit, dark fiber, lit fiber, and colocation in several US markets
- Resiliency and diversity of network backbone was of the utmost importance
- Growing and adding sites at a rapid pace
- Highly cost conscious (early-stage startup)
- Small team with limited time to allocate to vendor management

Outcomes:

- Outsourced and automated RFP process for each new network deployment that saved significant time
- 25%+ cost savings relative to budget on network infrastructure purchases
- Project managed implementations that were on-time, every time
- Bulk, multi-site deal negotiated with large carrier for lots of savings

Learn more about Lightyear: <https://lightyear.ai>

75%

network engineer time savings

25%

cost savings relative to budget

100%

on-time service deliveries

“Lightyear’s software ran an RFP for us in two weeks that would have taken our engineers two months. We consider ourselves a very cost conscious ISP, and still Lightyear was able to achieve 25%+ cost savings for us. So for us it’s a no brainer, the Lightyear ROI is instant.”

Prashanth Vijay
CEO, Flume

