



National less-than-truckload (“LTL”) freight and logistics solutions provider

## Customer Needs:

- Network spans 30+ distribution facilities, corporate offices, and 2 data centers, and includes 60+ internet circuits, SD-WAN, colocation, PBX phone systems, and CCaaS
- Legacy network managed under a single vendor that led to many issues – overpayment for services, poor service, constant billing errors, and multiple SLA breaches
- Aimed to transition away from legacy vendor and shift entire IT strategy to be cloud-centric
- Needed to put a Disaster Recovery / Business Continuity plan in place

## Outcomes:

- Vendor issues remediated and plan put in place to migrate network away from core vendor for 30%+ cost savings and improved service
- Facilitated transition from legacy phone system to CCaaS for significant cost savings
- Saved 80% on analog phone line costs with shift to new vendor and competitive rate bidding
- Scoped and managed RFP for complex DRaaS project that resulted in \$300k savings relative to budget / initial bids

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

# 80%+

savings on analog phone lines

# 30%+

savings on internet / WAN RFP

# \$300k

savings on DRaaS project

“The project was managed and implemented on time and saved significant time for me and my team. Lightyear ultimately saved us 30% on the deal - **\$300k we would have left on the table if we hadn’t worked with Lightyear.**”

*Tomasz Jamroz*  
CIO, Roadrunner

