

CUSTOMER CASE STUDY

MSA Safety

MSA is the global leader in the development, manufacture, and supply of safety products—from hard hats and fall protection to cloud-connected devices—protecting workers across industries worldwide.

20%+

Total Annual Spend

60%+

Time Savings

80+

Global Locations Unified

CHALLENGES



Fragmented Global Management

MSA's network was managed through a patchwork of brokers, direct provider relationships, and independent regional IT teams—all tracked across spreadsheets and multiple portals.



Lean Team, Crushing Administrative Burden

A small network team—including just one engineer managing all of Europe—had no scalable system to handle the complexity of nearly 80 global locations.



The Renewal Trap

Without time or visibility to evaluate alternatives, the team defaulted to renewing existing circuits year after year—even when better, more cost-effective options were available.



International Procurement Bottlenecks

Ordering a circuit internationally required corporate IT to be the middleman—navigating time zones, language barriers, and weeks of back-and-forth just to get an RFP completed and budget.

RESULTS



Single System of Record

Lightyear's Network Inventory Manager consolidated MSA's circuits into one centralized platform—providing 30+ data points per service and complete global visibility for the first time.



Seamless International Procurement

With on-net and near-net carrier intelligence built into Lightyear's Procurement platform, launching an RFP for any global market is now seamless.



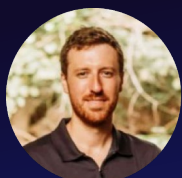
Annual Savings Identified

A single cost-savings analysis surfaced 20%+ in annual savings. The team is now systematically working through optimizations, tackling the largest savings opportunities first.



Administrative Relief & Strategic Focus

All provider comms, quote tracking, and order management now flow through Lightyear. The IT team has shifted from reactive firefighting to strategic network planning.



"Lightyear does everything in the platform and tracks all the conversations, so it's a huge administrative relief for us. The timing aspect cannot be underestimated. I can step back, and Lightyear handles the rest."

– AJ Emery, Network Team Lead