

CUSTOMER CASE STUDY

# F500 Hardware Manufacturer

Lightyear has the privilege of working with a Fortune 500 hardware manufacturer that generates ~\$10B in revenue, employs 20k+ people, and operates hundreds of mission-critical facilities globally.

**25%+**  
Network Cost Savings

**50%+**  
Productivity Improvement

**Significant**  
Performance Improvements

## CHALLENGES



**Lack of Network Diversity**  
Bidding via only two aggregators for the entirety of their network hindered their ability to meet diversity requirements and get competitive circuit rates.



**Insufficient Team Bandwidth**  
Managing and optimizing a true multi-ISP setup required too much of their skilled network engineers' time.



**Circuit Costs Too High**  
Paying above market value for most sites through their current aggregator approach.



**Too Few ISP Options**  
Two aggregators limited choices of underlying ISPs to evaluate options from.

## RESULTS



**ISP Procurement Automation**  
Utilizing Lightyear, the company automated RFP creation, quoting, and implementation management, making circuit RFPs much easier to execute for the team.



**Resource Optimization**  
IT resourcing and time was freed up thanks to automation and tooling provided by Lightyear.



**ISP Cost Savings**  
Significant cost savings were achieved via Lightyear's data-driven quoting and volume discounts around bulk circuit procurement.



**Process Streamlining**  
The client has been able to templize, automate, and optimize their circuit procurement process.



**"We have more options than we had on the table originally. Getting the bigger picture on what the marketplace is...would have been well beyond the scope of what my team would have focused on if we were doing it directly."**

– Sr. Network and Telecom Services Lead, Fortune 500 Hardware Manufacturer