

Great savings for Roythornes Solicitors

CLIENT: Roythornes Solicitors
SECTOR: Commercial
COST CATEGORIES: Telecommunications

THE CLIENT

Roythornes is a 26-partner commercial practice with a strong focus on agriculture and rural estates, the food sector and property. The firm has experienced rapid expansion over the last 3 years - virtually doubling turnover and growing headcount by 20%.

THE CHALLENGE

Jonathan Swan, Operations & IT Director, retained Expense Reduction Analysts (ERA) to interrogate the firm's expenditure across the full breadth of telecommunications services. Critically, ERA Telecommunications Lead Consultant, Pritesh Patel was also tasked with ensuring the solutions secured would provide the necessary resilience, bandwidth and technology platforms to support the next phase of Roythornes' growth.

In response, ERA submitted a fully costed 'Technology Roadmap' for Roythornes aimed at simplifying and rationalising the existing telecommunications infrastructure and providing a future proof solution - whilst at the same time reducing costs.

Immediate savings were secured for fixed line communications by migrating, like-for-like, to a new supplier on a flexible contract, so that the implementation of the medium/longer term strategy was not jeopardised. ERA also presented fully costed options for other IP based solutions where further savings could be attained when desired.

After market testing data connectivity/WAN services Roythornes chose to remain with the incumbent supplier though with substantial cost savings. Furthermore ERA demonstrated that bandwidth could be increased to double the current access speeds whilst still demonstrating considerable cost savings against the proposed renewal arrangements.

Cost effective options were also adopted by Roythornes for mobiles and conferencing services.

Jonathan Swan, Operations & IT Director commented, "After ERA assessed our needs and aspirations we were pleased to receive a report that set out all of our options clearly, set within the framework of a Technology Roadmap. Implementation with our selected suppliers has been straightforward and we've road tested how agile and robust the strategy is in preparation for the opening of a new office - with positive results."



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JONATHAN SWAN
OPERATIONS & IT DIRECTOR, ROYTHORNES SOLICITORS

Jason Adderley, Lead Consultant for ERA adds, "Jonathan is a sophisticated client with a clear idea for the direction of the firm. I'm delighted that we've managed to answer the brief in full, enhancing services, improving contract commercials yet at the same time delivering projected savings of 30%. Pritesh's work has opened up the opportunity for further projects with Roythornes where we hope to deliver similar outcomes."