



## CASE STUDY

# Outsourcing Value Analysis

Benchmarking identifies savings and sets up a fast-track process for an integrated energy client.



### Opportunity

Our integrated energy client wanted to take advantage of benchmarking's ability to drive improvement in operational efficiency and service delivery by running a benchmark analysis with its Wide Area Network (WAN) provider. It wanted this benchmark to be run in a tri-partite mode to guarantee that results were applied by the provider.



### Imagining IT Differently

ISG performed an outsourcing value analysis with the client and its network provider.



### Future Made Possible

- Identified potential savings of 7 percent of the analyzed budget of \$12 million.
- Aligned the contract against first quartile prices.
- Implemented a fast-track process, which enabled sequential validation by the provider and client.



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