

Client Infrastructure Assessment (CIA) / Summary

Client Name XYZ Corporation
Client Contact Mary Smith, CTO
Date 7/2/2003

Presented By Ronco Enterprise Carrier Services
Ronco Advisor Name Thomas Johnson
Ronco Advisor Number 716-879-8100

Current Environment

- ⇒ Intermedia Frame Relay Network with 6 locations. Contract expiration September 2003.
- ⇒ AT&T Long Distance - Dedicated T-1. Contract expiration September 2003.
- ⇒ 18 Verizon Copper Trunks, 4 Verizon Analog DID Trunks with 200 DID Numbers, 4-5 Misc. Fax/Modem Lines.
- ⇒ 6 iNet DSL Internet Access with 768K Bandwidth per DSL.

Current Issues/ Needs

- ⇒ Frame is high-priced/ low performance. Cannot scale for XYZ Corp. growth needs such as IP Telephony.
- ⇒ Insufficient and unreliable Internet bandwidth for current applications.
- ⇒ Insufficient Frame bandwidth. Cannot support applications - Inter-office Voice, Data, and Video.
- ⇒ Overall telecom costs too high. Need consolidation and savings.

Business Goals/ Objectives

- ⇒ Improve Network Performance including increased bandwidth, apps support, and QoS.
- ⇒ Decrease monthly operating expenses.
- ⇒ Consolidate vendors for volume pricing discounts.
- ⇒ Improve manageability of network.

Proposed Solution/ Benefits

- ⇒ Qwest IP PRN/VPN to replace Frame. 4x current bandwidth, private IP, strong SLAs, excellent mgmt tools.
- ⇒ Qwest IP PRN supports Internet Access replacing DSL. Tier 1 ISP, Competitive Rates.
- ⇒ Convert Verizon Trunks and DID to Verizon ISDN PRI with Caller ID. Reduced Costs and PBX Real Estate.
- ⇒ Convert AT&T LD to Verizon LD. Competitive rates and 5% discount bundling with ISDN PRI.

Financial Summary/ Return on Investment (ROI)

- ⇒ Overall cost reduction of **\$4,016/month** or **\$144,576 over 3-year term**.
- ⇒ **27% savings** over current operating expenses.
- ⇒ Cost reduction may be used in lieu of budget \$ for IP Telephony migration.
- ⇒ Added protection of Qwest "business downturn" clause. Rates cannot rise more than 5% over term.

Client Infrastructure Assessment (CIA)



Client Name:	XYZ Corporation
Client Contact:	Mary Smith, CTO

Ronco Advisor:	Thomas Johnson
Assessment Date:	July 2, 2003

Description: Total XYZ Infrastructure Assessment looking for performance improvements and cost reductions.

Local Lines	Current Provider(s)		
	Quantity	Rate	Total Monthly
Business Lines/Trunks	18	\$ 28.00	\$ 504.00
EUCL (FCC Charge)	18	\$ 7.13	\$ 128.34
T-1	0	\$ -	\$ -
T-1 EUCL (FCC Charge)	0	\$ -	\$ -
ISDN PRI	0	\$ -	\$ -
ISDN PRI EUCL	0	\$ -	\$ -
Analog DID Trunks	4	\$ 85.00	\$ 340.00
DID Block of #s	2	\$ 15.00	\$ 30.00
Current Monthly Local Lines			\$ 1,002.34

Proposed Provider(s)			
Quantity	Rate	Total Monthly	Install
0	\$ -	\$ -	
0	\$ -	\$ -	
0	\$ -	\$ -	
0	\$ -	\$ -	
1	\$ 720.00	\$ 720.00	
1	\$ 100.00	\$ 100.00	
0	\$ -	\$ -	
2	\$ 12.00	\$ 24.00	
Total Proposed		\$ 844.00	\$ -

Savings	
Monthly	%
\$ 504.00	100%
\$ 128.34	100%
\$ -	
\$ -	
\$ (720.00)	
\$ (100.00)	
\$ 340.00	100%
\$ 6.00	20%
\$ 158.34	16%

Local Usage	Current Provider(s)		
	Quantity	Rate	Total Monthly
Minutes Usage (All Zones)	25000	\$ 0.07	\$ 1,725.00
Current Monthly Local Usage			\$ 1,725.00

Proposed Provider(s)			
Quantity	Rate	Total Monthly	Install
25000	\$ 0.07	\$ 1,725.00	
Total Proposed		\$ 1,725.00	\$ -

Savings	
Monthly	%
\$ -	0%
\$ -	0%

Long Distance	Current Provider(s)		
	Quantity	Rate	Total Monthly
Regional	1200	\$ 0.18	\$ 216.00
Intrastate	1000	\$ 0.16	\$ 160.00
Interstate	12000	\$ 0.12	\$ 1,440.00
Toll-Free Intrastate	200	\$ 0.16	\$ 32.00
Toll Free Interstate	200	\$ 0.17	\$ 34.00
800 #s	5	\$ 5.00	\$ 25.00
International	1000	\$ 0.21	\$ 210.00
Calling Cards	120	\$ 10.00	\$ 1,200.00
Current Monthly Long Distance			\$ 3,307.00

Proposed Provider(s)			
Quantity	Rate	Total Monthly	Install
1200	\$ 0.06	\$ 66.00	
1000	\$ 0.06	\$ 55.00	
12000	\$ 0.07	\$ 840.00	
200	\$ 0.07	\$ 13.00	
200	\$ 0.07	\$ 13.00	
5	\$ 5.00	\$ 25.00	
1000	\$ 0.12	\$ 120.00	
120	\$ 7.00	\$ 840.00	
Total Proposed		\$ 1,912.00	\$ -

Savings	
Monthly	%
\$ 150.00	69%
\$ 105.00	66%
\$ 660.00	46%
\$ 19.00	59%
\$ 11.00	46%
\$ -	0%
\$ 90.00	43%
\$ 360.00	30%
\$ 1,395.00	42%

Data Services	Current Provider(s)		
	Quantity	Rate	Total Monthly
T-1(s) Point-to-Point	0	\$ -	\$ -
Frame Relay Ports	6	\$ 700.00	\$ 4,200.00
Frame Relay PVCs	6	\$ 250.00	\$ 1,500.00
VPN/ Private Routed IP	0	\$ -	\$ -
Current Monthly Data Services			\$ 5,700.00

Proposed Provider(s)			
Quantity	Rate	Total Monthly	Install
0	\$ 125.00	\$ -	
0	\$ 100.00	\$ -	
0	\$ 100.00	\$ -	
6	\$ 680.00	\$ 4,080.00	
Total Proposed		\$ 4,080.00	\$ -

Savings	
Monthly	%
\$ -	
\$ 4,200.00	100%
\$ 1,500.00	100%
\$ (4,080.00)	
\$ 1,620.00	28%

Managed Services (NMS)	Current Provider(s)		
	Quantity	Rate	Total Monthly
Router(s) Maintenance	6	\$ 225.00	\$ 1,350.00
Firewall Services	0	\$ -	\$ -
Current Monthly Managed Services			\$ 1,350.00

Proposed Provider(s)			
Quantity	Rate	Total Monthly	Install
6	\$ 130.00	\$ 780.00	
0	\$ -	\$ -	
Total Proposed		\$ 780.00	\$ -

Savings	
Monthly	%
\$ 570.00	42%
\$ -	
\$ 570.00	42%

Internet Services	Current Provider(s)		
	Quantity	Rate	Total Monthly
T-1 Dedicated Access	0	\$ -	\$ -
DSL	6	\$ 128.00	\$ 768.00
Hosting Services	1	\$ 300.00	\$ 300.00
Web-Based Mail Services	1	\$ 100.00	\$ 100.00
Co-Location	1	\$ 500.00	\$ 500.00
Current Monthly Internet Services			\$ 1,668.00

Proposed Provider(s)			
Quantity	Rate	Total Monthly	Install
1	\$ 680.00	\$ 680.00	
0	\$ -	\$ -	
1	\$ 250.00	\$ 250.00	
1	\$ 90.00	\$ 90.00	
1	\$ 375.00	\$ 375.00	
Total Proposed		\$ 1,395.00	\$ -

Savings	
Monthly	%
\$ (680.00)	
\$ 768.00	100%
\$ 50.00	17%
\$ 10.00	10%
\$ 125.00	25%
\$ 273.00	16%

Grand Totals	Current Provider(s)		
	Total Monthly		
	\$ 14,752.34		

Proposed Provider(s)			
Total Monthly		Install	
\$ 10,736.00		\$ -	

Savings	
Monthly	%
\$ 4,016.34	27%

Client Infrastructure Assessment (CIA)

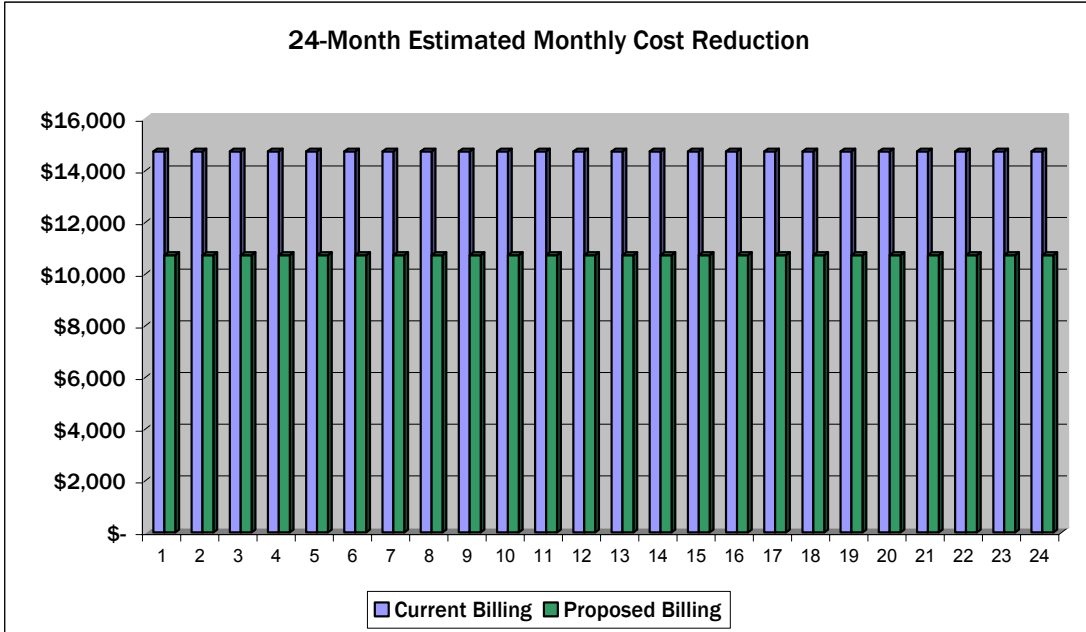


Graphical Summary

Summary / Return on Investment (ROI)

- ➔ Overall cost reduction of **\$4,016/month or \$144,576 over 3-year term.**
- ➔ **27% savings** over current operating expenses.
- ➔ Cost reduction may be used in lieu of budget \$ for IP Telephony migration.
- ➔ Added protection of Qwest "business downturn" clause. Rates cannot rise more than 5% over term.

24-Month Estimated Monthly Cost Reduction



SAMPLE

24-Month Estimated Cumulative Savings Growth

