

More Than \$750K Saved

While Bandwidth Increased 10x

How a multi-state construction company replaced an expensive legacy telecom model with faster, more resilient connectivity.

~\$100M

annual revenue

500+

employees

5

locations

~\$100K/mo

starting spend

The Issue

A multi-state construction company in the northeastern United States was spending approximately \$100,000 every month on telecommunications and connectivity. Despite the cost, most offices relied on three bonded T1 circuits, and one location was still operating on DSL.

The company was paying premium prices for outdated performance.

The network had grown around a 15-year broker relationship and an expensive private MPLS design. The arrangement supported shared applications, inter-office traffic, and a legacy phone system, but the business had outgrown the technology and the commercial model behind it.

Why It Mattered

- Slow connectivity created daily friction for approximately 250 users across five locations.
- Voice, file access, collaboration, and inter-office communication depended on costly legacy connections.
- The company was paying more than \$1 million per year for telecom services that no longer matched its needs.
- Long-standing vendor relationships and evergreen contract terms made change financially difficult.
- The existing design limited the company's ability to take advantage of modern cloud collaboration tools.

The Decision

Calkri worked directly with the CFO and two CEOs to challenge both the technology architecture and the vendor model. The goal was not simply cheaper internet - it was faster service, greater resilience, and a recurring cost structure aligned with how the business actually operated.

A Six-Month Cost & Connectivity Transformation

Modernize the architecture, remove unnecessary network cost, and renegotiate the commercial model.

PHASE 1

Replace outdated connectivity

Replaced T1-era and DSL connections with modern high-speed services, increasing bandwidth approximately 10x across five locations.

PHASE 2

Build resilience

Added secondary internet connectivity so voice and core services could continue during a primary-provider outage.

PHASE 3

Remove unnecessary MPLS

Cloud collaboration removed the need for the expensive private MPLS network, allowing it to be eliminated.

PHASE 4

Change the vendor model

Worked directly with a new ISP, creating the final major reduction in recurring telecom spend.

Executive and Commercial Leadership

- Worked directly with the CFO and CEOs to align the transformation with financial and operating priorities.
- Evaluated carriers, challenged legacy assumptions, and managed the multi-state transition.
- Connected cloud strategy and contract negotiation directly to recurring cost reduction.

A \$180,000 demand was negotiated down to approximately \$20,000.

When the legacy broker asserted that an evergreen clause required approximately \$180,000 in additional payments, Calkri led the negotiation and reduced the obligation by approximately \$160,000.

Lower Cost, Better Service

The company did not save money by accepting worse performance. It substantially improved both cost and employee experience.

~\$100K	~\$33K	\$750K+	~10x
starting monthly spend	final monthly spend	annual savings	bandwidth increase

Recurring telecom costs fell by roughly two-thirds.

The first redesign reduced monthly spend to approximately \$48,000. A later direct-carrier transition produced another roughly \$15,000 per month in savings, bringing the final spend to about \$33,000 per month.

Employee Experience Improved at the Same Time

- **File access:** Employees could access shared information far more quickly instead of waiting on slow legacy connections.
- **Voice:** Infrastructure-related dropped calls were effectively eliminated while core phone services remained available during provider failover.
- **Video meetings:** Higher bandwidth made modern video collaboration practical and reliable across locations.
- **Resilience:** Secondary providers created an alternate path for business traffic when a primary connection failed.
- **Consistency:** Five locations moved toward a standardized connectivity model rather than a mix of T1, DSL, and legacy private services.

Rapid Return on Investment

The full transformation required approximately \$150,000 in implementation investment. At the final steady-state savings rate, the investment was equivalent to less than three months of recurring telecom savings.

The savings continued after the project was paid back.

The reduction did not depend on headcount cuts, reduced service, or accepting lower performance. It came from redesigning the architecture and vendor relationships around what the business actually needed.

Financial Stewardship Through Technology Leadership

The strongest result was not a faster circuit. It was changing a recurring cost model that had gone largely unchallenged for years.

\$750K+	\$160K	<3 mo	6 mo
annual recurring savings	contract cost avoided	steady-state payback	transformation

Executive Outcome

A roughly \$100 million construction organization transformed connectivity across five locations while materially reducing operating expense. The engagement combined technology strategy, vendor management, contract negotiation, cloud adoption, business continuity, and executive financial stewardship.

What Calkri Led

- Technology and network strategy
- Vendor evaluation and carrier selection
- Contract analysis and negotiation
- Cost and return-on-investment analysis
- Executive alignment with the CFO and two CEOs
- Multi-location implementation and transition management
- Cloud, collaboration, and business continuity strategy

The company spent less because the strategy changed - not because the business accepted less.

Faster connectivity, stronger resilience, improved collaboration, and lower operating costs were delivered together. The transformation turned telecom from a long-standing fixed expense into an actively governed business cost.

The Bottom Line

Calkri helped the organization move from approximately \$100,000 per month in legacy telecom spending to roughly \$33,000 per month, while increasing bandwidth approximately 10x and improving the employee experience. The result was more than \$750,000 in recurring annual savings and a technology model better aligned with the company’s current needs.