



"Renodis has been instrumental in driving down our telecommunications costs while increasing our service. It's Renodis' people that have made a difference. From how they leverage their relationships and experience with our telecom vendors to the quality of care they provide when assisting our employees and stores. Renodis is a true partner and an extension of our company."

- Marc Kermisch, Vice President and Chief Information Officer, Red Wing Shoe Company



19%↓

Reduction in total telecom cost per employee

3x

Increase in optical bandwidth while costs dropped 33%

60%↓

Lower monitoring cost with better reporting, faster diagnostics



CHALLENGE

Rapid growth and international expansion at Red Wing Shoes led to numerous new strategic IT projects and increased time and resources needed to professionally manage their telecom and mobility environments.

Specific Challenges

- Total telecom cost per employee 20-30% higher than average
- Growth initiatives including 25+ new stores per year, 20+ new mobile stores
- New POS roll out requiring additional bandwidth
- No disaster recovery strategy
- Mobile policy needed
- Limited carrier support
- End user productivity impacted due to help desk support needs
- No vendor, contract, invoice or change management process established
- Inaccurate telecom inventory

CUSTOMER

Red Wing Shoe Company

HEADQUARTERS

Red Wing, MN

INDUSTRY

Manufacturing and retail

NO. OF LOCATIONS

400

NO. OF EMPLOYEES

2,200

PRIMARY BUS DRIVERS

Retail growth and multi-channel commerce

SOLUTION - Renodis Turnkey Telecom Management



End-to-end Management of Telecom and Mobility

Ensuring correct technology, lowest total cost of ownership, improved services and support and an efficient IT organization



Multi-Disciplinary Approach

An integrated view into the life-cycle of an asset yields the lowest total cost and helps ensure the best outcome for clients

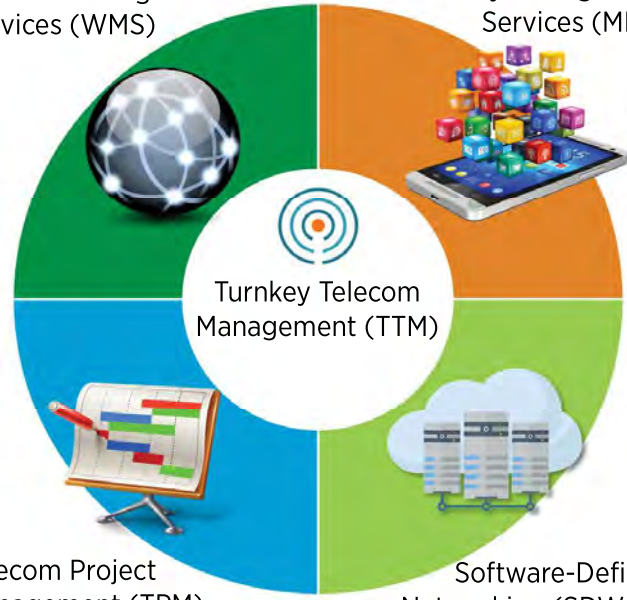


Purpose-Built Platform

Real-time visibility and reporting via our platform, Vision™, which enables actionable insights that reduce cost and risk

Wireline Management Services (WMS)

Mobility Management Services (MMS)



Telecom Project Management (TPM)

Software-Defined Networking (SDWAN)

RESULTS

Technology

- New optical network increased bandwidth 3x while costs dropped by 33%
- Renodis monitoring solution resulted in better reporting, faster diagnostics and 60% lower cost
- Sourced, contracted and PM'd new store network to accommodate POS requirements
- SD-WAN Roadmap

Economic

- 19% reduction in total telecom cost per employee
- New invoice/change management procedures reduces ongoing costs by 10%

Service

- Negotiating and tracking Service Level Agreements (SLAs) ensuring adherence
- Accurate, real-time inventory
- Faster, more efficient help desk support increased end-user productivity



Total Telecom Cost per Employee

