



## \$2 Million Saved Using Repair Contract for Nationwide Multi-Manufacturer Network

A nationwide telecommunications service provider attempting to eradicate errors within their multi-manufacturer network through unit test and repair sought a vendor with the resources, staff, and skill set that would allow them to successfully meet their goals. With over 11,000 units to repair in 12 months, the provider was in need of a company that could offer component repair while handling logistics, unit transport, and tracking.

### The solution

American Communications was selected as the repair vendor and became the primary point of contact for the processing, testing, and repair of all units nationwide. The team of technicians experienced in handling multi-manufacturer networks worked to screen each unit for component level failures and to identify components that have not yet failed but showed signs of premature failure. To ensure equipment was fully functional and transparent within the network, simulated system level testing utilizing complete network systems and mimicing a field environment to test each unit's ability to interact with other network equipment helped ensure full subsystem operability. Throughout the project, American Communications conducted weekly planning meetings, customized weekly and quarterly reports, and implemented a customized logistics program to allocate resources to specific product lines when and where they were needed most.

American Communications' facility resources and team experience ensured the following:

- **\$2 million savings in operational expenses** – American Communications' utilized its team of repair technicians and full equipment resources at its state-of-the-art repair facility to remove the operational costs the provider would have incurred by setting up internally the necessary equipment and team skill set to accomplish the same result - saving the provider an estimated \$2 million over the course of the project.
- **Resource flexibility** – by outsourcing the repair project, the provider created the flexibility to strategically allocate budget and staff to other mandatory or time-sensitive projects.

### The results

American Communications' technical expertise, facility, equipment, and operational capabilities provided savings and flexibility while meeting the provider's overall goal of eliminating errors in their nationwide network.

#### About American Communications

American Communications is a leading supplier of new, surplus and used telecommunications hardware, supporting carriers, service providers, enterprise clients, end users, and resellers around the world. We provide turnkey solutions for data, wireless, and wireline networks, including buying and selling equipment, tower and field services, equipment test and repair, site acquisition services, technology migration solutions, asset recovery, site consultation and renegotiation, and network rationalization solutions.

American Communications maintains an extensive equipment inventory and an established customer base nationwide and abroad. Founded in 2001, American Communications is headquartered in Santa Barbara, California with sales and technical operations in Dallas, Texas, a Latin American headquarters in Buenos Aires, Argentina, and an Asian Pacific headquarters in Taipei, Taiwan.

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