



Over \$1 Million Saved by Renegotiating Lease Terms, Penalties, and Uncovering Hidden Charges

A nationwide carrier had recently purchased the leased assets of over 12 bankrupt companies, leaving the carrier with hundreds of incomplete and inaccurate leases and an inexact list of equipment. The carrier needed a team experienced in reviewing leases, researching and reporting on inaccuracies, and negotiating lease terms to reduce or eliminate penalties and reduce their overall remaining Rent obligations.

The Solution

The American Communications Lease Administration Team began by researching and providing accurate, current landlord contact information for their sites, reducing time and effort typically lost in finding the appropriate contact. The team then conducted a comprehensive walkthrough of current inventory at each site, discovering at a few sites the carrier was currently incurring charges for equipment not in existence at the site. Working as a liaison between the carrier and its landlord, the team negotiated the inaccurate charges - saving the carrier \$162,000. The team then reviewed and renegotiated over 250 leases, saving the carrier \$28,000 monthly, or over \$1 million over the term of the contract.

American Communications team delivered the following:

Unrealized, Expedited Savings – Knowledgeable and experienced, American Communications' Lease Administration Team performed lease and equipment list reviews with a trained eye to seek out and secure hidden charges and potential savings for the carrier. With a team dedicated to focus on the carrier's leases, response time was reduced to finalize savings quickly.

Improved Landlord Relations – By acting as a liaison to the landlord, American Communications' Lease Administration Team provided a professional, responsive, and unbiased representation for the carrier, reducing friction between the landlord and the carrier and improving future relations.

The Results

American Communications' Lease Administration Team provided the knowledge, experience, and motivation to quickly perform lease administration needs on behalf of the carrier. With American Communications' Lease Administration team's expertise, the carrier was provided with accurate, up to date records, a positive landlord relationship, and considerable savings previously unrealized.

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, installations, de-installations, asset recovery, site negotiation and lease administration, and technology migration solutions.

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

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