

# Kyocera Document Solutions

How Applied Consulting secured over \$300,000 in savings for Kyocera



## OVERVIEW

Kyocera Corporation, a multinational ceramics and electronics manufacturer, has 25 offices in the US, with its US headquarters in New Jersey. They hired Applied Consulting Group to review and improve their telecommunications nationwide.

## THE PROCESS

We conducted a rigorous telecommunications audit, including:

- A review of all bills to determine errors, overcharges, and redundancies
- Secured refunds and credits where appropriate
- Provided consulting services to move a portion of their servers to the cloud

## THE RESULTS

Our auditors conducted a point by point audit resulting in:

- Secured a \$72,000 refund from AT & T for overcharges at Kyocera's California branch, reducing the monthly bill at that one office by \$2,800 per month.
- Negotiated a new 3-year contract with AT&T for 6 US branch offices, reducing their monthly bills by \$11,000 per month, nearly a 50 percent savings.
- Selected a third-party electricity supplier for Kyocera's Texas office, reducing their monthly bill by \$4,000, one-quarter of their previous bill.
- Discovered that PSE&G had not provided the correct tariffs for Kyocera's headquarter office, and we recovered a credit of over \$25,000 and reduced their monthly bill by \$1,200, saving the company roughly \$20,000 per year.

***This single audit resulted in over \$300,000 in savings for Kyocera including refunds and restructured contracts.***