



The strategy that transformed
ManpowerGroup's
telecommunications and delivered
25% savings

From technology complexity to savings and efficiency

ManpowerGroup needed to consolidate and optimize its telecom infrastructure in a fast-changing technology environment.



The company was moving traditional applications to internet-based models and needed an optimization strategy that would not raise operating costs.



RD designed and implemented an end-to-end plan based on a *Success Fee* model that **consolidated links, increased installed capacity, and generated 25% savings on total telecom spend.**

The Challenge

The company was facing:

- **A fragmented ecosystem** of links and carriers.
- **A fast migration to internet-based applications.**
- **A need to consolidate services** without raising costs.
- **Limited financial and operational visibility** into spend.
- **A lack of in-house experience negotiating** with large-scale carriers.

It needed a project that would optimize usage, consolidate providers, and generate tangible savings.

Solution implemented by RD

The project consisted of **three core stages**:

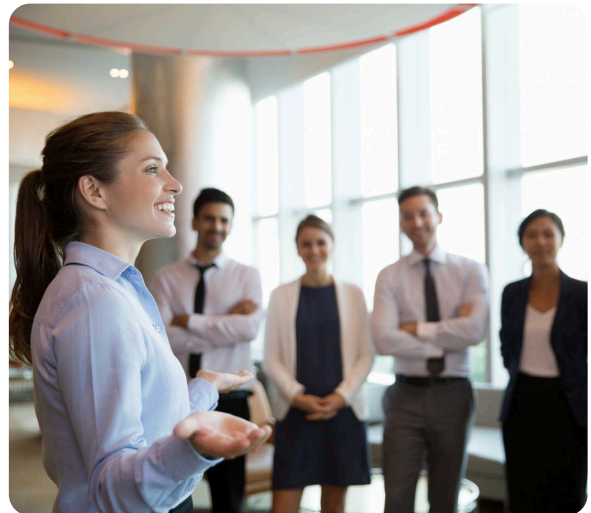
- ✓ **AS-IS assessment:**
 - Identification of contracts, capacities, costs, and carriers.
- ✓ **Solution implementation:**
 - Link redesign.
 - Bandwidth consolidation.
 - Coordination with each carrier to execute changes.
- ✓ **Financial validation and management:**
 - Confirmation of discounts on billing statements.
 - Management of the billing process to make sure savings materialized.

In addition, RD assigned an **expert team to negotiate, implement, and transfer knowledge** to the in-house team.

Results & Metrics

- ✓ **25% savings on total telecom spend.**
- ✓ **Significant increase in installed capacity.**
- ✓ **Greater link efficiency** thanks to consolidation.
- ✓ **Know-how transfer** to handle negotiations with global carriers.
- ✓ **Market cost benchmark** suited to the size of the operation.

Contract standardization and continuous financial validation brought greater transparency and tighter control over telecom management.



What Manpower highlights

The company highlights the strategic clarity, the *Success Fee* model, and the assignment of experts with proven experience to run the negotiation and implementation.

Recommendation

ManpowerGroup recommends having a clear optimization strategy and not basing it on cost alone, but on the balance between savings and better service, something **RD** helped achieve successfully.

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