



EDM-Finance Collaboration:

Maximizing Operating Expense Savings Through
IT and Telecom Solutions

Agenda

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01 Introduce Bluewave

02 How We Work Within EDM-Finance Contracts

03 Our Capabilities

04 The Process

05 Wrap Up/Questions

Your technology advisory & sourcing partner

Obsessed with client outcomes



National

Clients, Offices & Employees in over a dozen markets

Advisory

Unbiased Expertise with Voice | Cloud & Colo | Security & Managed Services | Network | Telecom

Services

Technology Assessments | Strategic IT Sourcing |
Vendor Management | Ongoing Expense Optimization

Driving

Outcomes aligned with goals

Results

Quantifiable business value

8,500 + Clients depend on us
2,500+ Proposals in 2025



Roots back to 1989
150 Employees & Growing

How We Help

Verticals: Municipalities, Universities, School Districts, Hospitals, and
Commercial & Industrial

Engagement: Telecom Audit, Optimization, and Technology Modernization

Common areas of impact:

- Telecom Expense Management
- Cloud & Connectivity Optimization
- Vendor Negotiation & Cost Reduction
- Quote Out Other Potential Providers
- Lifecycle Support & Strategic Guidance

Areas of Bluewave Expertise & Impact



Our unbiased technology expertise and extensive provider network enables Bluewave to 1) custom-tailor technology solutions aligned to specific operational / technical needs and 2) maximize value creation & savings for organizations.

CYBERSECURITY	VOICE & COLLABORATION	ENTERPRISE NETWORKING	CUSTOMER EXPERIENCE & CONTACT CENTER	CLOUD, COLO & MANAGED SERVICES	MOBILITY & IOT
- Security Assessment, Gap Analysis, and Framework Alignment - MSSP - Mesh Security Architecture Design and Consulting - SIEM & SOC as a Service - Endpoint Protection (EDR/MDR/XDR) - Web Application and Cloud Firewalls (DDoS, CDN, API Protection)	- Voice Transformation Consulting - Unified Communications (UCaaS) - Teams Direct Routing and Operator Connect - Meeting and Conferencing - PSTN Voice, Toll Free, and Long Distance - POTS Replacement	- Global Connectivity - Managed WAN/LAN Networking - SD-WAN, SASE, and Zero Trust Networking - Internet Access - MPLS - Private and Cloud Connectivity	- Cloud Contact Center (CCaaS) - Virtual Agent (Ai) Self-Service Automation Channels - Digital, E-Commerce, Proactive Outbound and Video Solutions - Knowledge Management and Real-Time Agent Assistance - Workforce Optimization - BPO Staffing Services	- Cloud Readiness Assessment - Managed Services - Colocation - Bare Metal - Managed Public/Private/Hybrid Cloud - Managed Applications (VDI, ERP, Database, etc.) - Backup and Disaster Recovery	- Rate Plan Optimization - Wireless Expense Management - Enterprise Mobility Plans - Mobile Device Management (MDM) - Internet of Things (IoT) 4G/5G Fixed Connectivity

Where We Start: Rapid Assessment

- Bluewave will conduct a one-time assessment, providing a detailed view into your client's IT and Telecommunications spend
- Bluewave analyzes Accounts Payable (AP) data, inventories invoiced services and obtains contractual data (if available) to identify potential cost savings opportunities
- Rapid Assessments can be turned around within ~7-10 business days of obtaining client provided data
- Minimal time commitment required from the client, after providing requested data

We don't just focus on telecom savings; we focus on a comprehensive view of your client's current IT landscape, offering quick wins and actionable recommendations for their long-term goals

What We Need:



- ✓ **Telecom Spend by Provider**
- ✓ **12 months AP Data**
- ✓ **Meeting with IT Director**
- ✓ **Most Recent Invoices**

What We Deliver:



- ✓ **Summary of AP Data**
- ✓ **Detailed Inventory of Services**
- ✓ **Summary of Findings**
- ✓ **Recommendations**

What to Expect from the Bluewave Rapid Technology Assessment?



We conduct an in-depth assessment to provide an accurate view of technology spend, identify cost savings opportunities, and map out an optimized technology roadmap.

- ✓ Identify existing services and spend by location (inventory of services & spend)
- ✓ Highlight discovered billing errors, obsolescence, and overspending
- ✓ Research, validate, and determine optimal solutions
- ✓ Attain competitive pricing from multiple alternative providers to maximize savings
- ✓ Assist in eliminating redundant services and contracts
- ✓ Provide a detailed Summary of Findings Report
- ✓ Provide TCO, ROI and Savings Analysis
- ✓ Develop implementation plan to ensure expected savings is realized
- ✓ Stay engaged long-term as an escalation point with providers and to ensure desired outcomes are realized

Estimated IT Savings With Bluewave Rapid Assessment:

Municipalities: 30-35%

Universities: 20-30%

Schools (K-12): 20-25%

Healthcare: 25-35%

Sample Rapid Assessment



Requirement: TTM of vendor / payment information (AP File) and the below was completed within five (5) business days as directional summary of potential value creation.

Area	Vendor	Monthly Spend*	Levers	Total Monthly Spend	Typical Savings*
Connectivity	Crown Castle Granite Comcast Megaport Verizon Business ATT	\$60,000 \$60,000 \$40,000 \$13,000 \$18,000 \$5,000	- Cancel unneeded services - Sourcing / negotiation - Solution design (next gen network)	\$200,000 MRC	15% to 30% (\$28,000 to \$56,000)
Voice/Conference	Zoom ComTec D&S Comm	\$10,000 \$24,000 \$2,000	- Transformational voice strategy (what is current phone system) - Consolidation / standardization of product set	\$35,000+ MRC	20% to 35% (\$7,000 to \$12,000)
Cloud	AWS Microsoft	\$1,000,000 \$1,000,000	- Invoice audit & usage design - Cancellation of unneeded services	\$2,000,000+ MRC	5% to 8% (\$100,000 to \$160,000)
ProServices	Tangoe ROI Presidio NTT Worldcom	\$22,000 \$7,500 \$41,000 \$30,000 \$30,000	- Consolidation of services - Sourcing / negotiation - Cancellation / management of fees	\$130,000 MRC	5% to 20% (\$7,000 to \$26,000)
Security	Guidepoint Hitrust Barracuda	\$125,000 \$5,000 \$2,500	- Optimization - Strategic roadmapping	\$130,000 MRC	5% to 20% (\$7,000 to \$26,000)
Wireless	ATT Mobility VZ Wireless	\$100,000 \$15,000	- Optimization - Contract negotiation	\$115,000 MRC	20% to 35% (\$23,000 to \$40,000)
Other	TBD (Tiger, PC Connection)		- Sourcing - Demand management	\$TBD MRC	TBD

Total Monthly Impact
\$150,000 to \$250,000
 [pending affectable spend]

**Assumptions: Savings based on historical engagement successes; dependent on contract end dates (ability to source if warranted)*

Early-Stage Assessment

Case Study: Municipality (CO)



Population: 4,500 / Region: West / State: CO / ESCO Collaboration

Project Outcomes: \$111,363 savings annually (32%) / \$556,818 OPEX savings over 5 yrs / \$1,096,931 OPEX savings over 10 yrs

CURRENT					PROPOSED				
Type	Quantity	Carrier	Term	Cost	Type	Quantity	Carrier	Term	Cost
1000 Water Treatment Plant Rd					1000 Water Treatment Plant Rd				
50MB Fiber Internet	1	Lumen	TBD	\$1,145.00	50MB Fiber Internet	1	Granite/lumen	60MTH	\$380.00
606 Manitou Ave					606 Manitou Ave				
Verizon Wireless	50	Verizon	See Granite	\$2,025.49	Phase 1	50	Granite/Verizon	60MTH	\$1,440.50
	58	Verizon	See Granite	\$2,350.84	Phase 2	58	Granite/Verizon	60MTH	\$1,804.14
Managed IT Support Flair & Rain Tech					Managed IT Flair & NTIVA				
Work Stations	161	Rtech	MTM	\$19,183.13	Managed Services + MS Licensing	87	Ntiva	36MTH	\$10,758.21
Private Cloud Hosted Servers	9	Rtech	MTM	\$1,329.57	MS Azure Hosted Servers	9	Ntiva	1 Year	\$3,080.00
Network Support	1	Flair	MTM	\$650.25	Network Support	1	Flair	MTM	\$650.25
Cisco Phone System	75	Flair	TBD	\$1,773.15	Hosted Cloud Phones	63	GoTo	60MTH	\$1,134.00
FD Emergency Siren	1	Centurylink/Lumen	TBD	\$56.32	POTS Replacement	1	Granite	60MTH	\$39.00
1 Business Line 719-685-3629	1	Centurylink/Lumen	TBD	\$66.70	POTS Replacement	1	Granite	60MTH	\$39.00
Broadband 500MB X 100MB	1	Comcast	1/1/2026	\$234.89	Broadband 500MB X 100MB	1	Comcast	1/1/2026	\$234.89
202 Manitou Ave					202 Manitou Ave				
Broadband 5Mb X 896K Static IP	1	Centurylink/Lumen	None	\$99.95	Broadband 1MB X 1000K 1 Static IP	1	CenturyLink	12MTH	\$75.00
101 Banks PL Unit HMOFC					101 Banks PL Unit HMOFC				
Broadband 250MB X 25MB	1	Comcast	1/1/2026	\$144.89	Broadband 250MB X 25MB	1	Comcast	1/1/2026	\$144.89
\$					\$				
29,060.18 Total					\$19,779.88				

Monthly Savings	\$9,280.30
Yearly Savings	\$111,363.60
5 Years Savings	\$556,818.00
Percent:	32.0%

Monthly Savings	\$9,280.30
Yearly Savings	\$108,022.70
Estimated 10 Year Savings	\$1,096,931.46
Percent:	32.0%

General

IGA Stage Detail
Assessment

Assessment Results & Drivers of Savings



Customer Type	State	Pre-Assessment Monthly IT Spend	Post-Assessment Monthly IT Spend	Annualized Savings	Savings %	10 Year Savings
School System	CA	\$ 12,144	\$ 8,872	\$ 39,264	27%	\$ 196,320
Municipality	CO	\$ 29,060	\$ 19,779	\$ 111,372	32%	\$ 556,860
School System	CO	\$ 11,837	\$ 6,514	\$ 63,876	45%	\$ 319,380
Municipality	GA	\$ 125,495	\$ 67,703	\$ 693,504	46%	\$ 3,467,520
School System	KY	\$ 36,091	\$ 20,355	\$ 188,832	44%	\$ 944,160
Hospital	KY	\$ 16,771	\$ 6,141	\$ 127,560	63%	\$ 637,800
School System	GA	\$ 15,630	\$ 13,697	\$ 23,196	12%	\$ 115,980
Municipality	AR	\$ 8,377	\$ 5,820	\$ 30,684	31%	\$ 153,420
Hospital	KY	\$ 68,066	\$ 53,312	\$ 177,048	22%	\$ 885,240
School System	KY	\$ 6,546	\$ 4,510	\$ 24,432	31%	\$ 122,160
Hospital	KY	\$ 73,067	\$ 50,872	\$ 266,340	30%	\$ 1,331,700
University	IL	\$ 43,684	\$ 33,331	\$ 124,236	24%	\$ 621,180
School System	WV	\$ 15,398	\$ 14,837	\$ 6,732	4%	\$ 33,660
School System	KY	\$ 6,546	\$ 4,509	\$ 24,444	31%	\$ 122,220
Hospital	GA	\$ 10,553	\$ 5,664	\$ 58,668	46%	\$ 293,340
School System	KY	\$ 5,054	\$ 1,680	\$ 40,488	67%	\$ 202,440
School System	GA	\$ 7,089	\$ 4,440	\$ 31,788	37%	\$ 158,940
Avg MUSH Rapid Assessment Results		\$ 28,906	\$ 18,943	\$ 119,557	34%	\$ 1,195,567

Limited IT Resources & Expertise

- Hiring and retaining IT stakeholders is a big challenge for MUSH market organizations

Aging IT Infrastructure Becoming Increasing Costly to Maintain

- Aging IT infrastructure is a challenge for organizations to maintain and costly.

Shifting Priorities and New Pressures (Cyber & AI initiatives are consuming available IT budget)

- The risks of cyber security and the opportunities of AI are consuming available budgets.

Technology Innovation Placing Downward Pressure on Overall Tech Cost

- The pace of innovation across the technology stack is placing downward pressure on technology costs. This enables organizations to harness large cost savings.

Common Collaboration Questions & Client Responsibilities



1) What is required from the Client to conduct a Technology Assessment? **Bluewave needs the following information to proceed with a complete assessment:**

- One month of recent invoices - **Required**
- Signed Letters of Authorization (LOAs) - **Required**
- Billing portal logins from vendors – If available
- Contracts, service orders and amendments - If available
- List of vendor account management contacts - If available
- List of locations - If available
- Network, IT infrastructure and voice diagrams - If available

2) Is there a cost to when partnering with Bluewave to identify and implement IT savings? **No, the assessment is of no cost to EDM-Finance or the end-client.**

3) Does the client keep all the savings identified? **Yes. Bluewave DOES NOT take a percentage of the total savings. This enables EDM-Finance to maximize the financial impact IT savings can have on the overall budget.**

Bluewave 

