

Case Study: **Education**

Client: **Walker-Hackensack-Akeley Schools (ISD #113)**

*Referral by Johnson Controls*



## **Strategic Partnership Teaches School Ways to Lower Costs**

Every dollar counts in public education. Across the country, school districts of all sizes are being asked to tighten their budgets and cut costs—without compromising quality in the classroom. Many turn to building efficiency and utility cost management experts, such as Johnson Controls and The Evergreen Energy Group (TEEG), for professional advice.

Walker-Hackensack-Akeley Schools (ISD #113), in Walker, Minn., is one example. The rural school district, which serves communities near Leech Lake, recently hired national consultant Johnson Controls to perform a facility assessment at its K-12 campus. The firm examined building maintenance, capital budget, operations, and utilities. It identified significant ways to save money and improve the school district's ability to fund educational programs. That included \$45,000 in utility savings, alone.

Johnson Controls also connected school administrators with TEEG for strategic telecom management.

“We were wrapping up our scope of work when the school district's business manager mentioned that they spend a lot of money on telecommunications,” said Jeff Schiltz, integrated solutions account executive, Johnson Controls. “Knowing TEEG's expertise in this area, it seemed like a good fit to have them look at the district's telecommunications.”

TEEG audited telecom billings for Walker-Hackensack-Akeley Schools and identified nearly \$5,000 in annual savings, or about 10% of what the district pays per year for telecommunications.

“We're talking with other school districts about using TEEG in a consultative role,” Schiltz said. “It is difficult for school districts to keep up with rapid changes in telecommunications and valuable to offer this expertise to our clients.”

**Call TEEG at 800.608.5341 or visit us online at [www.teeg.net](http://www.teeg.net).**



## Strategic Telecom Management

### IMPROVED VISIBILITY

- Comprehensive telecom service inventory, itemizing all accounts, vendors, and charges
- Onsite verification of all telecom lines, trunks, circuits, and networks
- Telecom audit, including evaluation of tariffs, rates, taxes, fees, and surcharges
- Call record and traffic study assessment
- Network mapping and diagramming of wide area network (WAN) and site-specific connections

### GREATER CONTROL OF TELECOM SERVICES AND COSTS

- Recovery of past overcharges and correction of billing errors for future savings
- Customized cost-cutting strategies
- Immediate and long-term cost savings that create room in your budget for upgrades and other priorities
- Valuable time savings for your busy IT staff
- Improved vendor management and accountability
- System optimization

Customized ongoing services, such as monthly bill analysis, bill paying, network design, service procurement, contract negotiation, comprehensive wireless services management, and telecom consulting also are available.

Contact:

**TEEG**

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## Walker-Hackensack-Akeley Schools (ISD #113)

### CHALLENGES

- Reduce telecommunications expenses and free up school district resources for reinvestment in classroom materials and educational programming

### SOLUTIONS

- Analyzed cellular/mobile account for billing errors and rate optimization opportunities
- Audited long distance account, reviewed usage and rates, and provided cost comparison with other carriers
- Examined local service billing for inconsistencies and overcharges

### RESULTS

- Discovered cellular phone billing error in which district was being charged sales tax on services although it is tax exempt; seeking to recover a refund of \$1,700 for past three years
- Recommended alternative long distance service that would cut rate in half and save nearly \$1,000 per year
- Identified several local service errors with potential annual savings of more than \$1,800

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***"It was nice to have TEEG on board for this project. They were able to find savings that total about 10% of the school district's annual telecom costs."***

**Jeff Schiltz, Johnson Controls**

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