Case Study:

eclipse
Communication
Technology.
Strategy. Action.

+ **WALSH**

About Eclipse

Eclipse is a technology consulting firm that provides trusted advisory services to our clients. Our expertise includes network strategy, vendor selection, contract negotiation, implementation, security and ongoing management (MACD, Help Desk) for voice, data and mobile networks.

About Walsh

The Walsh Group was founded in 1898 and is the 11th largest construction contractor in the United States. Walsh Group is a family-owned company that provides design, build, finance, operation and outfitting services. The company is broken down into three components: Walsh Construction, Archer Western and Walsh Canada. All three companies share the dedication to deliver exceptional customer service, and uphold themselves to the high standards of ethics, quality and safety.

Walsh Challenges

The increase in jobsite size, scope and applications required an increase of bandwidth while looking for cost reduction. In addition, the lack of standardization made it difficult for the Walsh IT to trouble shoot issues which created dissatisfaction with their end users.

Initiatives and Solutions

Eclipse introduced Ethernet, WISP, Cable Internet and DSL like products to their environment. This increased bandwidth at a lower cost and enabled their ability to use additional applications at remote sites. This sped up their time to market and increased productivity at jobsites. Walsh then virtualized applications and core business functions from the jobsite. An example of this is voice communications; they moved to a Unified Communications platform for jobsites as they come online.

Functional Wins

With standardization, Walsh now migrates to new technology at a sustainable pace they can support internally. By implementing these new technologies, they could adopt software as a service for jobsites. This meant staying up to date with the latest version of software without Walsh IT having to push updates to the jobsites. Walsh has also been able to utilize the public cloud for back up storage which takes the strain off their internal compute resources to house the backup data.

Also, Walsh jobsites have individual profit and loss requirements. The standard voice offering allows Walsh to re-use equipment when moving from job to job and significantly reducing cost.

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Financial Results

After engaging with Eclipse, Walsh saw savings with their mobility around $1.1 million. In addition to the mobility savings, Walsh also implemented a POTS migration, which saved an additional $14,000 a month. The graph below, however, illustrates the cumulative savings over a 30-month period for mobility. Savings started in November of 2014, and the most recent savings figure is from May of 2017.

Accumulated Monthly Cost Savings