



# E78 Partners saves Korn Ferry \$716K Annually in IT spend with our Cost Management Services

**We've created \$5B in equity value and saved over \$500M for our clients.**

E78 Partners is a leader in IT enhancement strategy and implementation, consistently delivering assured results for prominent and renowned organizations. We combine world-class software and the industry's most respected subject matter experts to give companies visibility, control, and cost reduction in cloud, mobility, telecom, and infrastructure expenses.



## The Client

Korn Ferry is a publicly traded global organizational consulting firm headquartered in Los Angeles, CA. They work with their clients to help them hire the right people and consult them on how to structure, reward, and motivate their workforce.

## The Problem

The challenge Korn Ferry was facing was they didn't have an efficient and automated way to manage and monitor their mobile devices on a global scale. They previously were working with a cost optimization provider however their process was limited to domestic only and inefficient. This led to an increase in expenses and reduced productivity. Korn Ferry needed a partner that could provide more effective cost management solutions and identify additional areas of cost reduction.

## The Solution

E78 Partners began working with Korn Ferry to develop a comprehensive plan manage their international mobility footprint more efficiently.

We were able to optimize Korn Ferry's cost management processes, reduce expenses, and improve productivity. E78 Partners' focus on delivering value and expertise in cost optimization helped Korn Ferry achieve significant savings and reallocate resources to other areas of their business.

## The Results

✓ **\$716,520 in Annual Savings**

✓ **15% Savings in Telecom Expenses**

✓ **16% Savings in Cloud Costs**



☎ +1 (630) 819-5118

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🌐 [linkedin.com/company/e78partners](https://www.linkedin.com/company/e78partners)

✉ [hello@e78partners.com](mailto:hello@e78partners.com)