

Cannon Group Creates Business Value for PPL Corp. with Sourcing and Aggressive Expense Management Initiatives

The relationship began in 2008, when PPL was looking to gain better visibility into IT and Telecom providers, services and associated contracts. The overarching goal of the engagement: create enterprise-wide value through sourcing initiatives and aggressive vendor expense management.

"The Cannon Group team effectively represents PPL's business interests in managing information technology contracts and costs. We are confident in their ability to continue to achieve positive results." - Jim Schinski, Chief Information Officer at PPL Corporation

CHALLENGE

PPL was challenged with managing contracts and services in their multi-carrier telecom environment. There was some overlap in services and it was difficult to manage contract commitment obligations since their carrier agreements were not coterminous. PPL's goal was to have full transparency of carriers, services and spend. Using these key data points, Cannon Group developed a sourcing strategy and ultimately ran a comprehensive telecom RFP with goals of vendor consolidation, savings from better contract rates and discounts, and improved contract terms and conditions.

SOLUTION

PPL leveraged Cannon Group's experience and best practices to staff a vendor management office for negotiation support and ongoing life-cycle telecom expense management support from order to payment. Cannon Group interfaces with PPL's largest IT suppliers and provides monthly reporting that measures progress and accomplishments. The Cannon Group team is tightly aligned with PPL and shares common goals to maximize value.

RESULTS

Vendor consolidation, best in class contract terms with associated saving and improved relationships are the main areas of business value realized by PPL. Additionally, by outsourcing negotiations and expense management to Cannon Group, PPL's in-house staff is able to be more focused on strategic initiatives.

PPL Electric Utilities is a Fortune 500 energy company headquartered in Allentown, Pennsylvania that serves 1.4 million customers in 29 counties. PPL is consistently ranked among the best companies for customer service in the United States.

