

COMPANY OVERVIEW

**THE BUSINESS INTELLIGENCE-OPTIMIZED
MOBILITY MANAGEMENT SOLUTION**

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MEET GOEXCEED'S MANAGED MOBILITY SOLUTION

Founded in 2001, GoExceed's values of community, customer-focused service, and innovative solutions make it a managed mobility provider that doesn't just identify problems – but one that solves them automatically through business intelligence (BI)-fueled technology.

As mobility and traditional IT converge, GoExceed's managed mobility solution offers the unique advantage of blended end-user support to help its clients identify mission-critical program management elements they lack, increase workforce expertise, and create lasting, impactful business value.

Backed by engineering expertise and decades of practical experience, GoExceed's managed mobility solution empowers everyone from mid-size organizations to Fortune 500 companies to make better decisions, accelerate the impact of technology-driven results, and inspire continuous innovation through the industry's most advanced combination of mobility management tools, infrastructure, and experience.

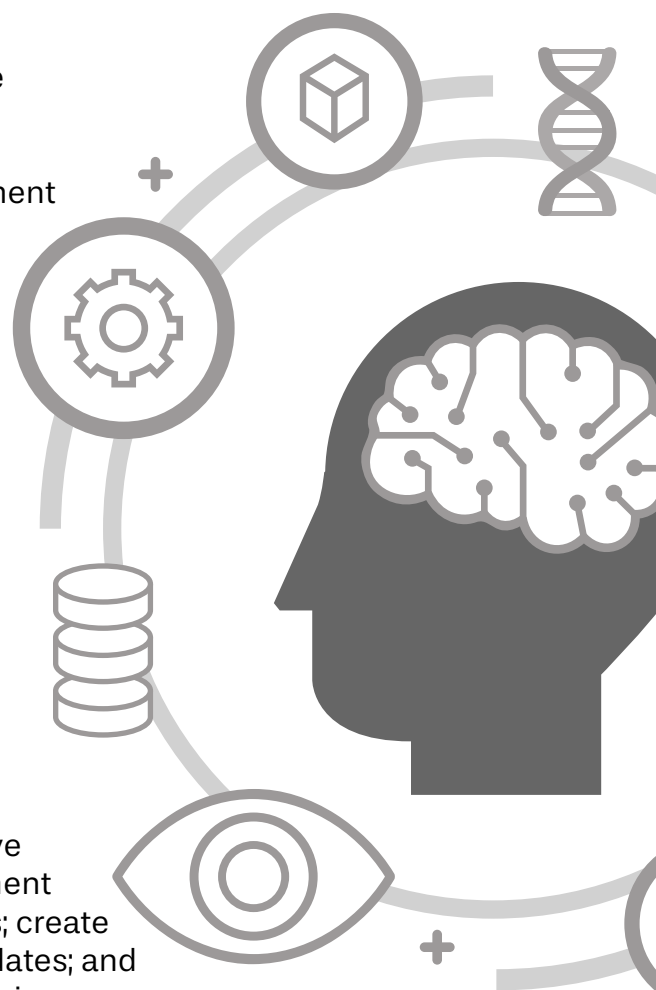
WHAT MAKES GOEXCEED UNIQUE

Almost half of senior enterprise leaders don't view their technology – or the managed solution that drives it – as a strategic asset that helps drive business growth.

However, GoExceed's managed mobility solution – the only one powered by Microsoft BI – is actively changing that perception. Through an intelligence-fueled software platform, its customer portal delivers a comprehensive set of mobile device management benefits no other vendor can offer.

GoExceed's products and services go beyond the industry's number one managed mobility solution request: real-time reporting and analytics. This is achieved by delivering device-specific data insights to mobility program administrators and customizing end-user notifications to keep workers informed, GoExceed creates real-time trend analysis and review capabilities to enhance its clients' competitive advantages.

But that's not all. GoExceed offers the only managed mobility solution that features true, actionable automation. Using proprietary, Machine Learning-powered algorithms, GoExceed automatically executes actions to identify, validate, and accept savings recommendations; streamline mobile device repair, recycling, and disposal processes; improve help desk ticketing system efficiency; configure Device Enrollment Processes (DEP) and Mobile Device Management (MDM) setups; create users' international travel requests and carrier plan/feature updates; and customize mobility management workflows to satisfy clients' unique business needs.



GoExceed's dedicated, personalized user support sets the industry standard where knowledge is concerned. Every client account is managed by a senior industry expert that has in-depth understanding of current carrier rate plans, promotions, optimization opportunities, and trends. Additionally, all end-user support initiatives feature a 100% U.S.-based help desk with 24/7/365 access and tiered service levels to satisfy not only traditional device support needs, but to help clients optimize mobile policies and spend, create more favorable vendor and carrier contract negotiation results, and orchestrate business processes.

And, GoExceed empowers its internal teams to solve managed mobility challenges together, its customers rarely need to escalate issues -- establishing an environment with minimal downtime, more strategic use of employees, and more impactful decisions that drive better business growth.

GoExceed's managed mobility solution can integrate into any technology environment regardless of the systems or IT Service Management tools used. Unlike other vendor products that feature only a handful of integration capabilities and/or extensive custom development tasks to complete, GoExceed's tools work with ServiceNow, ZenDesk, ManageEngine, Zoho, and more to streamline business processes, shorten deployment cycles, and eliminate multi-platform approaches to mobile device lifecycle management.

Beyond these unique business advantages, GoExceed's clients take full advantage of a partnership free of annual contracts and multi-year commitments. To ensure the priority is a commitment to customer service, meeting SLA expectations, and delivering business value, GoExceed doesn't require customers to be locked into long-term agreements – and it has a 98% customer retention rate that's proof this approach works.

BEYOND BUZZWORDS: HOW GOEXCEED DELIVERS VALUE WHERE OTHERS CAN'T

Mobility is visible at every level of an organization. It affects almost every employee, manager, director, and executive in some way. Because it touches more than IT-focused professionals, managed mobility solutions carry far more potential value than other outsourced technology solutions because they affect everybody – not just IT.

Today, providers use buzzwords like business intelligence, automation, and real-time to market their managed mobility solutions – but advanced terms and technologies fail to deliver business results by themselves. Especially if you don't know what they do or how they help your organization.

Without the proper people, strategically implementing and overseeing these products and services is impossible. And that's where GoExceed's subject matter experts excel. Clients don't just receive advanced technology – they enjoy innovative subject matter with expert help that improves their understanding of market trends, business processes, and industry best practices that drive managed mobility progress.



GoExceed's combination of true automation and people-powered offerings is the secret that enables vendor to drive business efficiency gains, transform data into meaningful insights, and deliver new levels of mobile technology-driven productivity.

Whether its using Azure and machine learning to manage pooled carrier data plans or combining MDM insights with Enterprise Resource Planning (ERP) systems to track device ownership records in real-time, GoExceed is the only provider that delivers end-to-end automated processes capable of improving business decisions, decreasing per-user costs, and eliminating mobility management's manual tasks without human interference at any step or level.

AOTMP® RESEARCH ANALYST PERSPECTIVE

GoExceed's managed mobility solution makes this provider uniquely qualified to solve mobile technology's most serious business challenges. As the industry's only solution backed by Microsoft BI, this vendor makes mobility management simpler and more cost-efficient than its competitors by providing a 360-degree view that doesn't just help customers identify global usage, user behaviors, costs, and savings potential – it empowers them to actively make changes and take advantages of trends in real-time.

This vendor features a direct sales-focused go-to-market strategy that offers impressive onboarding speed. In as little as five business days, clients can fully stand up GoExceed's mobile device management solution, making it one of the most agile and adaptable providers in the industry.



ABOUT GOEXCEED

Founded in 2001, GoExceed is recognized as an industry leader in Wireless Expense Management solutions. We service over 1 million enterprise wireless devices per year and our clients range from mid-size businesses to Fortune 500 companies. Our comprehensive suite of management solutions have revolutionized the way companies manage their wireless accounts, devices, users, costs, data, cost centers, contracts, policies, and more. We firmly believe that innovation is not only the key to our success, but essential in an ever-changing wireless landscape across the world. GoExceed empowers businesses with real-time reporting and analytics, enabled by Microsoft Power BI, in order to proactively reduce time, money, and resources. Your success is what drives our passion for technology and innovation. Visit <https://goexceed.com/> for more information.

ABOUT THE AUTHOR

Matt Loudon authors AOTMP® Research reports, analyst perspectives, market landscapes, vendor white papers, insights, and more. Thanks to a background diverse in technology journalism, Matt is able to write with versatility across AOTMP® Research's practice areas. His skillset allows him to speak to a range of issues enterprises and vendors face amid the ever-changing telecom, mobility, and IT management environment.

ABOUT AOTMP® RESEARCH

AOTMP® Research supports the initiatives and objectives of telecom, mobility, and IT vendors and technology lifecycle management vendors with actionable data and insight. To that end, AOTMP® Research focuses on multiple practice areas including IoT, 5G, cloud, blockchain, security, telecom, and mobility lifecycle management among others. For vendors, using AOTMP® Research in education, sales, and marketing campaigns leads to higher revenue, more market share, competitive differentiation, and happier customers.

ABOUT AOTMP®

AOTMP® is a worldwide leader in telecom, mobility, and IT management best practices and research. For over two decades, it has been on the forefront of telecommunications, mobility, and information technology management with its comprehensive suite of solutions including AOTMP® University, AOTMP® Research, the AOTMP® Industry Council, AOTMP® Performance Scoring & Analytics, and its baseline and validation services. With its proprietary and patented Efficiency First® Framework, it applies best practices to telecom, mobility, and information technology environments. Powered by years of analytics and data, AOTMP® continues to make strides as an authority in the industry.