

# GOEXCEED HELPS HEALTHCARE PROVIDER CUT MOBILITY COSTS IN HALF.

Even with multiple carriers, GoExceed implemented and validated nearly **\$1M in savings** within the first year. All with no changes to carriers or interruptions in service.

## CUSTOMER PROFILE

- US-based Healthcare Provider
- 3000 Devices
- \$1.0M+ Annual Mobile Spend

## SITUATION

- High Monthly Costs
- Increasing Voice and Data Usage
- Management and Reporting in Multi-Carrier Environment
- Reduced IT support available

## OVERVIEW

One of the country's premier healthcare providers, with over \$500M in annual revenue. Their mobility environment consisted of tablets, smart phones, and laptops, adding up to over 3000 total devices allocated. In addition to the growing costs, administering their corporate-sponsored mobility program was becoming increasingly more time consuming and challenging.

## CHALLENGE

As the company grew and migrated to electronic data collection and tablets, their data costs skyrocketed. With multiple carriers used, their reporting and analysis of their costs took more and more time. Keeping track of device locations and allocations was becoming almost impossible.

## RESULTS

GoExceed's optimization technology analyzed historical usage patterns for each of the client's 3,000+ lines and aligned each with the most appropriate plans available. The GoExceed team also identified and removed, with the client's permission, redundant calling features and items that were active on only a few lines. Altogether these changes resulted in 41% overall savings within the first month, with no provider changes, and no changes to the end-user's experience. Our analysis also identified over 200 activated lines that had zero usage over a 3-month period, which the client was paying for each month. After instituting GoExceed's mobile management solutions, custom reporting was able to show the client their deployed devices, data usage for individual devices, and to whom the various devices were issued. This made tracking and optimization of equipment in the field much easier. Later, GoExceed renegotiated the contracts of each carrier, optimizing multiple "hidden" options and was able to implement an immediate savings of over \$300,000 for the client.

### RESULTS

**37%**

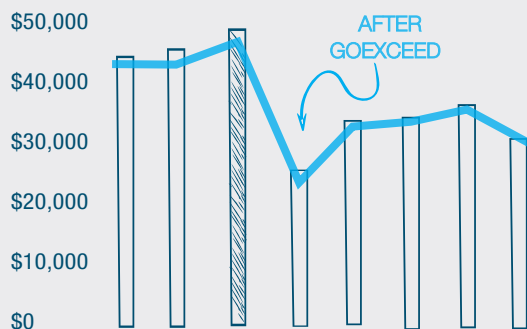
COST PER LINE SAVINGS

**\$57K**

AVERAGE MONTHLY SAVINGS

- Centralized reporting, management and procurement across 2 service providers
- Lower costs despite large increase in line count and voice/data usage
- All with no service disruptions or carrier changes

### NET MONTHLY BILLING



### COST PER USER

