GOEXCEED

MANUFACTURING COMPANY SLASHES WIRELESS COSTS & GAINS CONTROL OVER THEIR WIRELESS NETWORK WITHOUT CHANGING PROVIDERS.

GoExceed's Mobil(X) **delivers 38%** overall savings and automates all mobility management and reporting activities across 2 different service providers

CUSTOMER PROFILE

• Fortune 500 Industrial Manufacturer

• 5,000 Mobile Devices

• $1M+ Annual Mobile Spend

SITUATION

• Increasing Mobility Costs

• Managing Multiple Carriers

• Manual Reporting & Auditing Processes

• Limited Internal Resources

• Growing list of other activities that IT were involved with

• Deployed devices not easily identified for security updates

OVERVIEW

A Fortune 500 industrial manufacturing company with multiple offices and over 5000 corporate deployed devices across different service providers. The company has grown, both organically and through acquisition, which lead to multiple mobile on-boarding issues. They found wireless cost management and the ability to be in control of their mobility management processes - from procurement to service change orders to reporting and analysis-to be a growing draw on their internal team.

CHALLENGE

The clients' business was growing in both revenue and employee count, but their IT budget and resources were not. Their corporate mobility environment was complex: they utilized a mix of smart phones, air cards and tablets, both on the production floor and in the field. They also used two different service providers. Very little automation was built into their processes, so daily procurement and mobile management tasks had become labor intensive and time consuming. All usage, inventory and expense analysis were manually compiled each month using data from the two different carrier billing portals,. They had no real-time visibility into any aspects of their environment. As a result, their expense management activates were reactive, based on costs incurred the previous billing cycle.

RESULTS

The GoExceed team conducted a detailed analysis of the client's mobility environment and identified some immediate savings initiatives. Within one billing cycle GoExceed was able to reduce the client's mobility costs by 38%, lowering the average cost per line from $56.15 to $33. 50, which resulted in a monthly aggregate savings of over $38,000 per month. In addition to the custom algorithm, the client has access to reporting and analytics on their entire mobile network, regardless of provider, device type or locations. This enterprise-wide detailed reporting, down to the individual end user level, has significantly reduced the time the IT team spends compiling data, analyzing invoices and building reports.

RESULTS

38%
SAVINGS
MONTHLY

$585 K
ANNUALIZED
SAVINGS

AS WELL AS:
• Centralized reporting, management and procurement across two different service providers
• All with no service disruptions or carrier change

MONTHLY BILLING / NUMBER OF ACTIVE LINES

$100,000	5,000
$70,000	4,000
$60,000	2,500
$50,000	1,500
$40,000	1,000

GOEXCEED OPTIMIZATION

■ CHARGES   ■ LINES