GOEXCEED

LARGE NON-PROFIT LOWERS MOBILITY COSTS WHILE IMPROVING OPERATIONAL EFFICIENCIES.

GoExceed reduced monthly spending by **over 40%** and uncovered **over $70,000** in past carrier over-billed charges.

CUSTOMER PROFILE

• Large Non-Profit
• 750 Mobile Devices
• $500,000+ Annual Mobile Spend

SITUATION

• Increasing Data Costs
• Poor Visibility Into Spend and Usage Data
• Multiple Carrier Bills
• Unresolved Carrier Credits
• Limited Internal Resources

OVERVIEW

An International Non-Profit provides mobile phones, tablets, and wireless routers to approximately 750 employees around the United States. All employee requests for new devices, service upgrades, or deactivations are manually sent via e-mail to the IT team for processing.

CHALLENGE

This Non-Profit's wireless costs were increasing each month. Their IT team was tasked with managing the mobility program. IT team members estimated that on-average they spent more than 35% of their time gathering and auditing data from hundreds of pages of invoices, manually building cost reports, and placing/tracking orders with carriers.

RESULTS

By analyzing recent invoices and using our proprietary algorithms for optimizing carrier rates, we were able to match each of the client's users with the most appropriate plan. Once implemented, our changes reduced the average cost per user by over 35%. Our deep analysis of the client's carrier contracts resulted in credits for previously billed incorrect charges and lines still incurring charges that were actually inactive. This immediately resulted in an additional $100,000 in savings. All of this was accomplished with no carrier changes or interruptions of service at any time.

RESULTS

43% SAVINGS **MONTHLY**

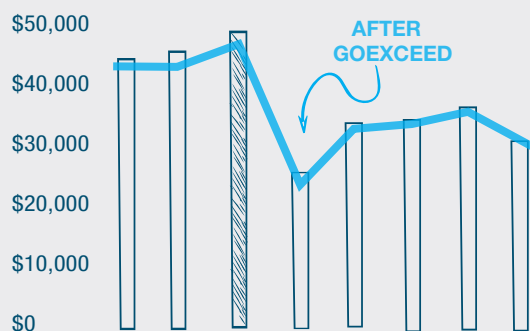**$220K** ANNUALIZED **SAVINGS**

$72K CARRIER **CREDITS**

AS WELL AS:
• Detailed reporting on billing, inventory management and procurement activities
• No service interruptions or carrier changes

NET MONTLY BILLING

AFTER GOEXCEED

$50,000
$40,000
$30,000
$20,000
$10,000
$0

COST PER USER

AFTER GOEXCEED

$70
$60
$50
$40
$30
$20
$10
$0