GENERAL CONTRACTOR CASE STUDY

GoExceed Saves Leading U.S. General Contractor Over $1.25M In Wireless Charges

CLIENT PROFILE

- ➢ Top 10 U.S. general contracting firm
- ➢ 3,500+ mobile devices

CHALLENGE

- ➢ Multi-carrier environment
- ➢ Inaccurate mobile asset inventory
- ➢ Lacked formal procurement process
- ➢ Limited internal resources

RESULTS

- ➢ Monthly savings over $85,000
- ➢ Centralized reporting, management and procurement across all carriers
- ➢ No service disruptions or carrier change

CHALLENGE

The client is a leading General Contractor with a dozen offices nationwide and over 3,500 wireless devices deployed across AT&T and Verizon. The multi-carrier bills challenged the limited IT staff's ability to optimize costs and procurement/tracking of all mobile assets. Internal reporting was a manual process which involved pulling data from individual provider portals and the procurement process for new devices varied by provider. There was no comprehensive asset inventory system or way to verify devices in service.

SOLUTIONS

GoExceed's initial data analysis determined that a majority of devices were not on correct plans. The changing nature of the customer's business resulted in erratic usage patterns. GoExceed's custom algorithms were able to not only initially reset all plans, but continually reviewed and adjusted plans as needed. In the first month we were able to lower the average cost per line by $25, for an average monthly savings of $85,000. Our team also compiled a comprehensive inventory of all mobile assets for which the customer was being billed. Each device was mapped back to specific employee names and departments. This allowed the customer to identify devices associated with people that were no longer employees and eliminate the costs associated with duplicate services.

WIN

GoExceed implemented and validated an average of $85,000 in monthly savings, streamlined the Wireless Device Procurement Process, and negotiated the customer's existing contracts from each wireless carrier.