GoExceed
Revolutionizing the Way Companies Manage Their Wireless Costs

Bob Chvatal, Senior, Vice President

GOEXCEED

Wireless Expense Management reduces costs – both capital and service costs, associated with enterprise smartphones, tablets, wearable devices, air cards, and any other device that uses wireless telecommunication networks. For companies with corporate mobile devices, going through pages and pages of wireless carrier bills and invoices can not only be quite daunting but highly time-consuming. WEM solutions validate the charges on the bills and optimize the current plans and features to ensure that a business is not overpaying for unused and underutilized plans and features. WEM solutions can also be very useful for re-deploying company-owned devices to offset purchasing costs for broken, lost, or stolen devices. Bottom-line, a WEM solution saves your business MONEY.

GoExceed's Mobil(X) is the industry's only solution entirely built on Microsoft Azure. The company's solutions interpret & reduce enterprise monthly wireless charges by utilizing machine learning technology and real-time data pool management while custom APIs implement savings directly with all North American wireless carriers.

With Mobil(X), GoExceed primarily focuses on three aspects: Real-time data management, hardware asset management, and fast cost-effective integration utilizing our OneSync capability. What keeps GoExceed ahead of the curve is its dexterity in utilizing automation tools to interpret data and leverage clients' contracts to integrate into their current infrastructure seamlessly. The full suite of Mobil(X) unifies a client's entire mobile environment by intertwining communication, action, and technology.

Mobil(X) has effectively revolutionized the way companies manage their wireless accounts, devices, users, costs, data, cost centers, contracts, policies, and more. *"Utilizing our real-time tools, reporting, and analytics, businesses are able to seamlessly excel in their current mobility landscape without overextending their budgets, staff, and resources,"* said Bob Chvatal, Senior Vice President of GoExceed.

We recently interviewed Mr. Bob Chvatal to know more about the company's work and vision moving ahead. Read on for the excerpts from the interview.

Why should GoExceed be admired?

The three main reasons are vertical, technology, and culture. GoExceed is currently in the right place at the right time in regards to the massive growth in mobility, especially with 5G on the horizon. GoExceed's Mobil(X) software is pivotal for companies to immediately reduce costs on their wireless carrier bills while continuing to leverage their existing mobility environment.

As a company's mobile footprint continues to expand, Mobil(X) automates process flows utilizing proprietary OneSYNC technology. Finally, GoExceed has one of the highest employee retention rates in any industry because employees are treated as humans rather than just another name on the payroll. This humanistic approach has resulted in more experienced and happy employees that work very hard to ensure an extremely high level of customer satisfaction.

What types of companies can leverage your solutions?

Currently, Mobil(X) is used by companies from every type of industry and vertical. Our clients range from mid-size businesses to Fortune 500 companies, we service over 1.5 million enterprise wireless devices per year, and our customers average between 30%-40% monthly savings on their wireless accounts. Due to the complete scalability of our solutions, companies who typically deploy between 100 devices all the way up to 1 million corporate liable wireless devices will see the biggest impact in the reduction of their wireless expenses and the automation of processes that were previously completed manually.

How does the Mobil(X) Optimization Portal differ from business portals offered by the wireless carriers?

Put simply, wireless carriers make it very difficult for companies to ascertain their wireless information in a quick and comprehensive way. This experience often gets more complicated if companies utilize more than one carrier. The Mobil(X) Portal changes that experience completely. Built on

Microsoft Power BI and utilizing proprietary API connections with all North American carriers, the Mobil(X) Portal offers our clients a 360-degree view of their entire mobile environment in real-time, reduces carrier expenses, and leverages existing infrastructure through automation. Utilizing a single pane of glass, clients are able to order/store/deploy all of their existing devices or order new devices directly from the carriers while associating them with specific cost centers, users, and departments right from the portal. Carrier MACD (moves, adds, changes, deactivations) requests are completed quickly and effortlessly without spending hours on the phone with carrier reps and customer service agents. One of the most powerful aspects of the Mobil(X) Portal is the ability to compare data from current billing periods, multiple months, or by individual user/group no matter if clients utilize 1 or several wireless carriers. That data can then be exported in order to create specialized reporting for upper management representatives.

Why should organizations consider adding a WEM solution even if they already utilize an MDM?

It should be stated that a WEM solution is not an MDM. In order for a business to completely optimize their wireless landscape, both solutions need to be implemented. Typically, Mobile Device Management (MDM) platforms serve to ensure consistency in software and security protocols between all corporate devices. An MDM configures corporate devices to comply with company mobile policies and standards and to ensure that company data is protected from viruses, hackers, and the misuse of its employees.

In contrast, WEM platforms mitigate your wireless technology & billing costs by validating your monthly expenses and optimizing your features in real-time. Each wireless device has its data reports provided to the WEM platform directly from the wireless carriers; this information is used to validate costs, run audits, and observe trends in data and voice usage. A WEM determines which wireless line costs are misaligned with your current plans and optimize those plans and features according to your business rules in order to reduce costs. Ultimately, WEM solutions provide you with well-informed control over your recurring device and rate plan/data expenses. **CB**

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