

Engineering Firm Reduces Wireless Spend by 38%, Streamlines Mobile Management and Reporting

The Client:

Fortune 1000 engineering firm
2,000+ mobile devices
\$700K+ annual mobile spend



CHALLENGE

IT staffers didn't have the time necessary to monitor and control mobile spending

- As business boomed, a Fortune 1000 engineering firm amassed more than 2,000 activated lines through AT&T, quickly driving up its wireless spend.
- The IT team was responsible for mobile management, but it had to focus on projects with higher priority. As a result, the team had little time to review wireless charges, credits and data usage — which could have helped reduce mobile spend.
- At the same time, the firm struggled to produce the custom mobility reports that its top-level executives required.

AT-A-GLANCE

THE OBSTACLES

- ⓧ Increasing mobile spend
- ⓧ Manual reporting and auditing processes
- ⓧ Limited internal resources

THE RESULTS

- ⓧ Monthly mobile spend reduced by 38%
- ⓧ Centralized reporting, management and procurement
- ⓧ No carrier change or service disruptions

SOLUTION

Solve(X) delivers greater insights into mobile without requiring more staff or devouring the client's IT budget

- Solve(X), GoExceed's proprietary platform, analyzed usage for each of the client's devices and quickly identified ways to bring down wireless costs, such as deactivating unused lines or optimizing data plans to prevent overage charges.
- The average cost per line shrank from \$55.25 to \$34.25.
- Meanwhile, Solve(X) automatically produces detailed reporting on the company's entire fleet of mobile devices, down to the individual end users.

WIN

Solve(X) makes the client's mobile investment more efficient and effective

- Thanks to Solve(X), the client began to save 38% on its monthly mobile expenses within one billing cycle, without changing carriers.
- Solve(X) delivers in-depth analytics and reporting to leadership without an increase in staffing or budget.
- Because Solve(X) automates reporting, there are significant time savings for the client's IT team, freeing them to focus on higher-value work.

