

GoExceed Streamlines Healthcare Provider's Massive Mobility Program and Cuts Costs in Half

The Client:

US-based healthcare provider

3,000+ wireless devices

\$1M+ annual mobile spend



CHALLENGE

How can you save money on mobile if you don't know exactly where the money is going?

- One of America's largest healthcare providers was struggling to manage the 3,000+ smartphones, tablets and laptops used by its workforce.
- As it began using tablets to collect patient information, the organization's data use and costs started to skyrocket.
- The health provider had a difficult time bringing mobility costs back under control because it relied on multiple carriers.
- Getting all the data necessary for a timely, apples-to-apples analysis was nearly impossible.

SOLUTION

Solve(X) makes mobility management more efficient and cost-effective

- Solve(X), GoExceed's proprietary platform, studied device usage across all the client's carriers and rapidly pinpointed the optimal plan for each user, as a way to reduce overspending and avoid fees. It's a job that would have taken the client's team months.
- Meanwhile, the client freed its IT team from the chore of managing mobile devices — that's all outsourced to GoExceed — so it can focus on other responsibilities.
- Solve(X) also identified more than 200 activated-but-unused lines and removed unnecessary features from several other lines.
- In the first month alone, the client achieved 41% overall savings.

WIN

The client centralizes its mobile management with Solve(X) — and saves more than \$300K on carrier contracts

- In-depth reporting from Solve(X) lets the client see its entire fleet of mobile devices, along with usage by each device, allowing for greater tracking and optimization.
- The client also saves significant amounts of time on device management and support because Solve(X)'s Mobile Care handles requests for help, repurposing and recycling.
- Using insights from Solve(X), GoExceed renegotiated the client's contracts with each of its carriers and generated more than \$300,000 in immediate savings.

AT-A-GLANCE

THE OBSTACLES

- ⓧ High monthly costs
- ⓧ Increasing voice and data usage
- ⓧ Multi-carrier environment
- ⓧ Limited IT support

THE RESULTS

- ⓧ \$85K+ in monthly savings
- ⓧ Centralized reporting, management and procurement across all carriers
- ⓧ No carrier change or service disruptions

