

GoExceed Negotiates \$1.5 Million Discount and Improves Data Integrity for Healthcare Client

The Client:

Healthcare company

5,000+ wireless devices

Verizon client



CHALLENGE

How do you know if your wireless provider is providing the best value?

- A US-based healthcare company had big questions about the 5,000 wireless devices deployed across its organization.
- The company was spending too much on IT, so it needed to negotiate better pricing during contract renewal talks with Verizon, its wireless provider.
- Unfortunately, the client's IT team didn't have the time or tools to see if Verizon or AT&T, its competitor, would offer the best deal.
- While it needed to save money, the client also wanted to avoid a messy, time-consuming migration to a new carrier.

AT-A-GLANCE

THE OBSTACLES

- ⓧ Struggled with excess IT spend
- ⓧ Carriers competed for its business
- ⓧ Client lacked the resources to run an effective cost analysis

THE RESULTS

- ⓧ More than \$1.5 million in savings
- ⓧ Client stayed with its carrier, avoiding migration to a new vendor
- ⓧ GoExceed improves device management, data integrity



SOLUTION

GoExceed takes a closer look and finds untapped opportunities

- Using its proprietary platform, Solve(X), GoExceed's team analyzed the client's usage to see which data plans would provide the best value.
- GoExceed also uncovered and eliminated hidden fees and overage charges, creating immediate cost savings for the client.
- GoExceed's analysts pored over the fine print in Verizon's and AT&T's proposals to determine the true cost of each.
- GoExceed led negotiations with each vendor over the course of 24 months.

WIN

In-depth analysis leads to a better deal and greater value

- The client saved more than \$1.5 million on its new contract as GoExceed optimized device lines and prevented unnecessary fees.
- The client was able to stay with Verizon and avoided the headache of changing carriers.
- GoExceed more than doubled the client's data integrity by providing full-cycle, HIPAA-compliant device management and disposal, including ordering, shipping and testing, among other services.
- The client received more than \$80,000 thanks to GoExceed recycling end-of-cycle devices.