CUSTOMER CASE STUDY · OIL & GAS

The fleet kept growing. The overspend didn't.

A natural gas compression services provider runs more than 1,300 lines for crews spread across remote field sites, and its fleet grows with every acquisition. GoExceed onboards new lines in one scoped project, keeps every plan matched to real data use, and works the carriers directly.

THE HEADLINE FINDING

$97K

in savings delivered in 2026 as of September, realized on the company's own carrier invoices.

Across 1,342 lines on two national carriers.

- **Started with a no-cost pilot** — Proven before any commitment
- **Validated against actual invoices** — Every recommendation checked
- **GoExceed executes the changes** — Directly with the carriers
- **A GoExceed client since 2022** — Monthly reviews with one analyst

1,342

lines managed across two national carriers, in one record.

12,000+

GB of data used every month, averaging about 9 GB per line.

155

lines onboarded for an acquisition in one scoped project: 129 new and 26 transferred.

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THE SITUATION

Remote crews, heavy data, and a fleet that keeps growing.

The company provides natural gas compression services, with technicians working from field locations far from any office. For those crews, a working phone and a reliable data connection are part of the job.

Data use runs high, averaging about 9 GB per line every month, so plan fit matters more here than in most fleets. And the fleet grows through acquisition: each acquired company arrives with its own carriers, plans, and devices.

The job called for one partner to keep every line on the right plan, absorb new employees quickly, and deal with the carriers directly.

CLIENT PROFILE

CLIENT	Natural gas compression services provider
WORKFORCE	Field technicians at remote operating locations
FLEET	1,342 lines
CARRIERS	Two national carriers
GROWTH	Expanding through acquisition
SCOPE	Solve(X), monthly invoice audit, plan optimization, ordering and upgrades, acquisition onboarding, U.S.-based help desk

> **When most of the workforce is in the field, every line has to be on the right plan, and every new hire needs a phone that works on day one.**

WHAT THE FLEET DEMANDS

THE CHALLENGE	HOW GOEXCEED COVERS IT
Heavy data use across the fleet	Usage-based plan optimization
Acquired employees on outside carriers	Acquisition onboarding
Carrier issues that need an advocate	GoExceed as carrier advocate

~9 GB
Per line, every month
With usage that high, a line on the wrong plan costs money every cycle.

4
Carriers in one acquisition
Transferring employees arrived on four different carriers, including personal accounts.

22
Locations, not one office
New devices had to reach people where they work, across six states.

HOW IT STARTED

Proven on its own invoices before any commitment.

Before signing on for the long term, the company ran a no-cost pilot. GoExceed connected the carrier accounts to Solve(X), ran the analysis, and checked every recommendation against actual invoices, handling the setup and the work along the way.

1. **Kickoff**
   Goals, scope, and success criteria agreed.
2. **Connect**
   Carrier accounts brought into Solve(X).
3. **Validate**
   Every recommendation checked against actual invoices.
4. **Go live**
   Approved changes executed with the carriers by GoExceed.

IN PLACE FROM DAY ONE

Monthly invoice audit
Every carrier invoice reviewed each cycle, with overspend flagged by category.

Usage-based plan optimization
Plans configured around how each line actually uses data, heavy or light.

Dedicated optimization analyst
One analyst who knows the account and reviews results with the team every month.

> **The company's team stays in control. Nothing changes on a carrier account until they approve it, and every change is reported back.**

GOEXCEED 25

THE GOEXCEED MODEL

GoExceed doesn't hand over a list. It makes the change.

Approved recommendations are implemented with the carriers by GoExceed, at no additional fee. The client's team approves; GoExceed does the work.

- ✓ Every approved change made directly with the carrier
- ✓ Each change confirmed with the carrier after it's made
- ✓ Credits pursued when a change doesn't land

EVERY CHANGE, THE SAME PATH

1	2	3	4
Recommend	**Approve**	**Execute**	**Confirm**
Analyst	Client team	GoExceed	With carrier

THE RELATIONSHIP

Start	**No-cost pilot**	Results proven on the company's own invoices.
Commit	**Multi-year agreement**	Signed once the pilot proved out.
Grow	**Acquisition onboarding**	155 lines brought onto company accounts.
Today	**$97K delivered in 2026**	Savings realized through September.

THE ACQUISITION

155 lines onboarded in one scoped project.

When the company acquired another business, GoExceed ran the mobile side of the integration: new lines for incoming employees on the company's existing carrier account, and transfers for employees keeping their numbers.

129
new lines ordered and shipped direct to users

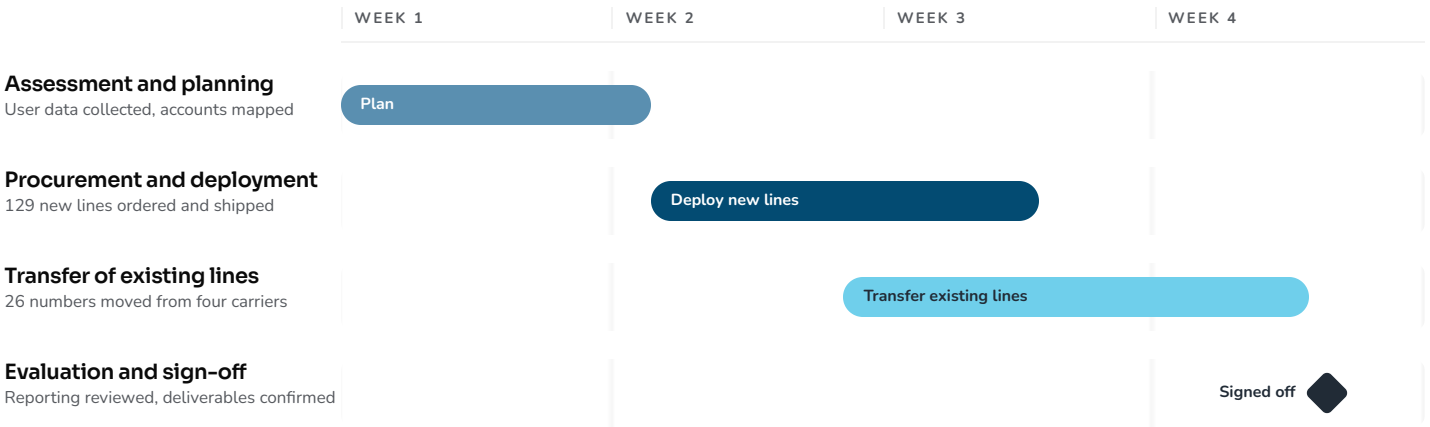
26
existing numbers transferred onto company accounts

4
carriers among transferring employees, all moved onto company accounts

22
delivery locations across six states

THE PROJECT PLAN

Four phases, planned across four weeks.



Ready for the field

Every new user received the same standard smartphone with a case, screen protector, and charger, shipped to the location where they work.

Numbers kept

Employees who wanted to keep their numbers moved from four different carriers, including personal accounts, onto the company's accounts.

Reported and signed off

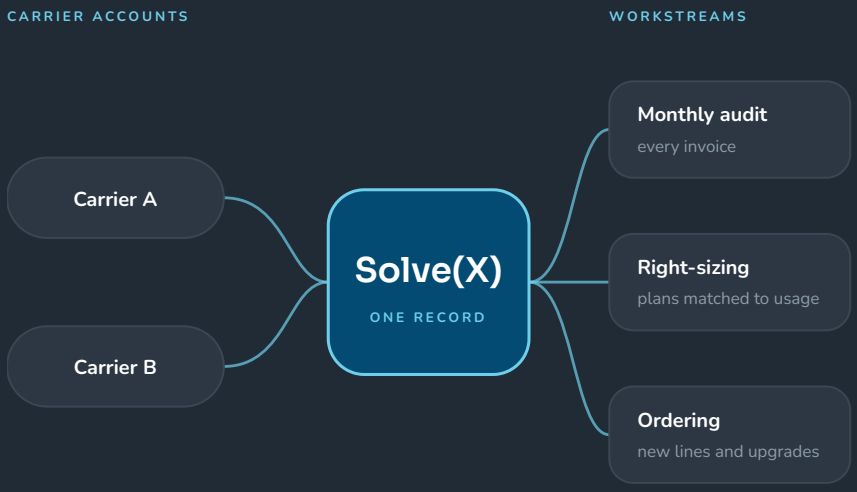
A summarized report of every order and transfer, then a formal sign-off from both sides confirming all deliverables were met.

Incoming employees went from four carriers and a mix of older and newer devices to one standard setup on the company's accounts.

HOW GOEXCEED RUNS IT

One record for every line, on every carrier.

GoExceed runs both carrier accounts through Solve(X). Every invoice is audited, every plan is matched to how the line is actually used, and a dedicated analyst walks the company's team through the results each month.



1,342 lines · 12,000+ GB a month · one dedicated analyst

SAVINGS DELIVERED

$97K

in 2026 as of September, realized on the company's own carrier invoices.

~9 GB
average data per line, every month

2
national carriers in one record

Monthly invoice audit
Every invoice reviewed each cycle, with overspend flagged by category.

Plan optimization
Plans matched to each line's real data use, for heavy and light users alike.

Ordering and upgrades
New lines and upgrades placed through GoExceed as an authorized carrier partner.

Carrier advocacy
Account issues escalated and resolved with the carrier on the client's behalf.

Acquisition onboarding
Incoming employees' lines ordered, transferred, and brought into one record.

U.S.-based help desk
Mobility requests and troubleshooting for the company's admins, handled end to end.

Your team approves the changes. GoExceed makes them, confirms them, and reports the result.

RESULTS AT A GLANCE

Every result, tied to the work behind it.

Each outcome maps to a workstream GoExceed runs today.

AREA	THE CHALLENGE	RESOLVED WITH
Data use	~9 GB per line	✓ Usage-based plan optimization
Carrier invoices	2 carriers, every cycle	✓ Monthly invoice audit
Acquired employees	155 incoming lines	✓ Acquisition onboarding project
Transferring employees	4 carriers, incl. personal lines	✓ Transfers onto company accounts
Remote delivery	22 locations, 6 states	✓ Direct-to-user shipping, kitted
Carrier relationship	Account issues to resolve	✓ GoExceed carrier advocacy
2026 savings	$97K to date	✓ **Delivered, as of September**

$97K
savings delivered in 2026, as of September

1,342
lines managed in one record

155
acquisition lines onboarded in one project

2022
the year the partnership began, before the acquisition

YOUR FLEET

Start with a Proof of Value.

Every recommendation validated against your own invoices before you commit. GoExceed handles the setup, with no cost and no obligation.

Start your Proof of Value →

- ✓ **Keep your carriers and your current tools**
  Solve(X) works with the stack you have.
- ✓ **Growing by acquisition?**
  New lines come onboard in one scoped project.
- ✓ **GoExceed does the work**
  Changes made, confirmed, and reported.

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