vMOX

vMOX Saves Leading US General Contractor Over $3.25M and Streamlines their Corporate Mobile Device Procurement Process

Savings level remained high after contract renewal and baseline reset, highlighting the need for perpetual optimization

CUSTOMER PROFILE

- Top 10 US General Contracting Firm
- 3,300 Devices in Service

CHALLENGES

- Management of Multi-Carrier Environment
- Inaccurate Mobile Asset Inventory
- Lack of Formal Procurement Process
- Taxed Internal Resources

RESULTS

$100K MONTHLY SAVINGS

## 44% REDUCTION IN AVERAGE COST PER LINE

28% INCREASE IN LINES IN SERVICE

AS WELL AS:

- Real-time full asset inventory, eliminating duplicate services
- Portal-based device procurement process for all employees
- Centralized reporting and administration across 3 different service providers

All with no service disruptions or carrier changes

OVERVIEW

A leading General Contracting and Design firm with 20 offices across North America has approximately 3,300 devices in service across three providers (AT&T, Verizon and Sprint).

CHALLENGE

The multi-carrier aspect of their environment caused challenges for this customer's limited IT staff, in terms of understanding their costs and procuring and tracking devices and other mobile assets. Reporting was done manually after pulling data from individual provider portals, and the procurement process for new devices varied by office and by provider. There was no comprehensive asset inventory system in place, and no effective way to track or verify devices in service.

RESULTS

vMOX's initial billing data analysis determined that a majority of their devices were on inappropriate plans. The variable nature of the customer's business resulted in erratic usage patterns, and our patent pending optimization technology was able to continually review and readjust the plans as needed. In just 2 months we were able to lower the average cost per line by almost $20, and by month 3 the average monthly savings had already reached $85,000.

MONTHLY SAVINGS / LINES IN SERVICE

TIME (MONTHS)

SAVINGS — LINES IN SERVICE
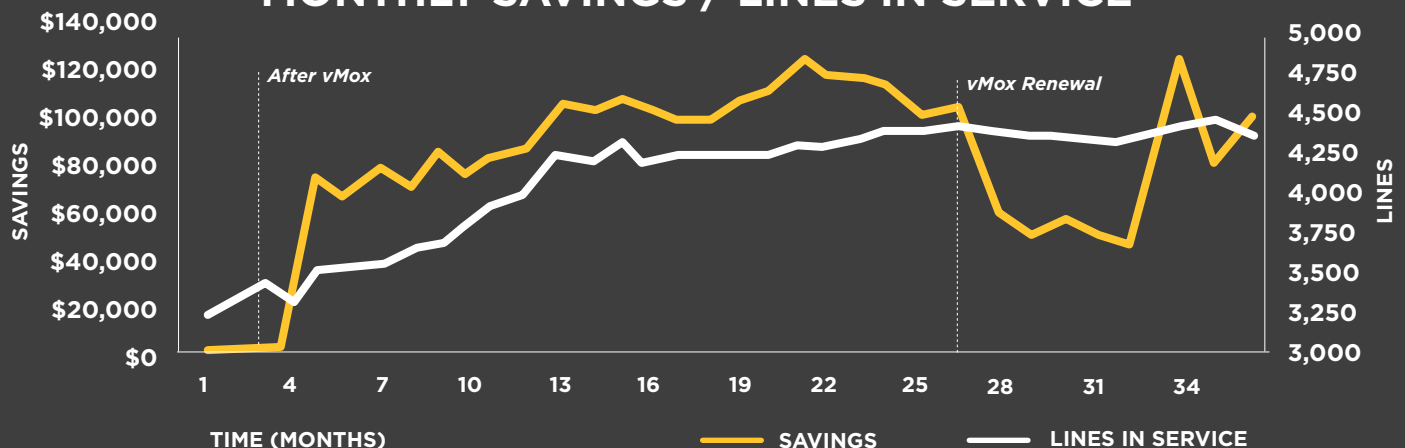
RESULTS (cont.)

Our team also complied a comprehensive inventory of all the mobile assets for which the customer was being billed and mapped each device back to specific employee names and departments. This allowed the customer to identify devices associated with people that no longer were employees, and eliminate the costs associated with duplicate services.

The customer also began using the vMOX portal for centralized, self-service corporate device procurement. This enabled employees to go online and order devices based on company policies. Each request would go to the appropriate party electronically for approval process before being transmitted to the carrier of choice, saving countless manpower hours.

AFTER CONTRACT RENEWAL

Upon renewal, the customer's savings baseline was adjusted to their current lower average cost per line. Even with the lower baseline, vMOX's parent pending optimization technology continues to uncover new savings. Over the initial 2-year service term, vMOX delivered an average savings of $99,660 (38%) per month. In the twelve months following the renewal, even with the lower baseline, vMOX identified an average of $70,100 (33%) in savings and lowered the average cost per line by an additional 9%. Over the entire 36 months that vMOX has managed their environment, the customer has saved over $3.25M, despite the fact that they increasd the number of devices in service over that period by 28%, from 3,300 to almost 4,300.

DATA USAGE BY MONTH (GB)

COST PER USER BY MONTH