

# Avotus helps Construction Equipment Dealer Get A Grip On Wireless Expenses

## Avotus Advantages

**Annual savings of \$1.16 million (7.25%) of total wireless spend**

**Increase in device accountability and near elimination of fraud & abuse**

**Ability to roll out new devices and applications to employees**



As North America's largest equipment rental source, offering over 600 different types of equipment via thousands of field employees, this customer had to make major investments in wireless technology to keep its employees connected when away from the office.

## Business Issues

With so many mobile workers and therefore wireless devices, The customer was losing track of who was assigned to a phone, how much they were using it, and who they were calling. In fact, the annual wireless costs had grown to over 4 times their annual landline costs. Without clear policies, standards, and set procedures, the customer had no clear picture of their total wireless spend. The company set out to find a solution that would allow them to consolidate all billing at the corporate level, leverage total spend, and track assets and usage.

## Solution

Avotus ICM Wireless Expense Management was implemented to help the customer get control of their spending. By consolidating all billing and invoices for their wireless devices, the customer immediately gained a universal view of how and where their wireless assets were being used. This information had a rapidly cascading effect on the corporate wireless policy. First and foremost, the customer was able to begin immediately consolidating all individual wireless accounts into corporate managed policies. After unifying plans, the customer put all users on shared minute plans, giving them the ability to better leverage the volume of units used and cancel unused or under used devices. Additionally, the customer also saw a rapid decline in abuse.

## Results

The customer realized substantial savings in just the first quarter of using Avotus ICM. Expected annual savings are pushing into the millions as the customer integrates all of its wireless providers into the Avotus ICM platform. In addition, the customer now has the ability to:

- Easily view monthly charges
- Drill down current spending by Region, District, and individual Branch offices
- Forecast, budget, and prepare quarterly reviews
- Track and manage individual assets
- Swiftly identify fraud and abuse