

## Avotus Helps Construction Equipment Dealer Get a Grip on Wireless Expenses

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

### Business Issues

With a large number of mobile workers and comparable number of wireless devices, the customer was losing track of who were assigned phones, how effectively the phones were being used, 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 mobile spend, as well as track assets and corresponding 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 immediately start consolidating all individual wireless accounts into corporate managed policies. After unifying the 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 of corporate assets.

### 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 of corporate assets

### 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



### About Avotus

Avotus partners with emerging and established enterprises to help them procure, manage and optimize their telecom environment. Our Total Telecom Cost Management Solution delivers up to 40% savings with best in class quality.