



CONSTRUCTION LEADER MAKES REPAIRS AND IMPROVES VALUE OF MOBILITY PROGRAM

After Suffering from Limits of Unlimited Data Plans

CUSTOMER PROFILE

- Leading Regional Construction Firm
- Employees Working From More Than 50 Constantly Changing Remote Worksites
- More Than 4,200 Devices in Service

CHALLENGES

- High Data Device Usage
- Plan Monitoring and Optimization
- Taxed Internal Resources
- Budget Pressures
- Lack of Industry Knowledge
- Lack of Contract Negotiation Expertise
- Minimal Usage Visibility
- Spotty / Unreliable Service
- Project Slowdowns

THOUSANDS OF DOLLARS

In Monthly Savings

SIGNIFICANT REDUCTION

In Average Cost
Per Line

In Throttling Slowdowns/
Deprioritization of Data

AS WELL AS:

- Plan optimization for more than 4,200 devices
- Detailed visibility via the vMOX management portal
- Centralized reporting and administration

All with no service disruptions or carrier changes

**Convergent Case Study: ABC Construction. Convergent case studies combine real-world results for multiple clients into a hypothetical client scenario to demonstrate a broad range of services and potential outcomes from vMOX.*

OVERVIEW

ABC Construction is a large and reputable regional construction company with more than 4,200 devices – smartphones, tablets, Mi-Fi – across 6,500 employees.

CHALLENGES

Working in the construction industry and its host of ever-changing remote sites drives high data device usage. Without a large, dedicated team to manage enterprise mobility – and with mounting budget pressures from the C-suite – the IT department followed mobile carrier advice and opted for unlimited data plans for all devices to avoid overages.

However, the IT team quickly encountered some of the hidden challenges that come with unlimited plans. High-use devices in the field were experiencing throttling, or deprioritization, essentially crippling project builds. As a result, teams in the field could not communicate and function properly, requiring IT teams to scramble for solutions by activating new devices or contacting carriers to change plans. In other words, the “unlimited plans” they relied upon did indeed have limits.

Adding insult to injury, once the teams switched plans to get out of the “unlimited” trap, they still didn’t have adequate resources to manage them. Without visibility into usage, plan limits were exceeded on a regular basis, resulting in high-cost overages.

SOLUTION AND RESULTS

With limited internal resources and mounting costs, the customer turned to vMOX for help. vMOX was able to renegotiate the customer’s contracts for plans with higher throttling capacity and at a competitive price. Furthermore, vMOX implemented a monitoring structure and provided the team with tools for visibility that would help them keep a handle on usage from month to month in order to avoid overages.

vMOX continues to monitor and manage the customer’s enterprise mobility program, driving more savings and optimizing business processes and policies. The customer reaped thousands of dollars in monthly savings from this optimization and now has peace of mind that their construction projects will be able to function without communications interruption.

- **Expertly negotiated contracts**
- **Substantial cost savings**
- **Less demand on internal staff**
- **Usage visibility via OnePortal**
- **Reliable communication from one site to another**
- **Uninterrupted service**
- **Ongoing program and policy consultation**