

# SUPERCENTER CHAIN OPTIMIZES MOBILITY, GENERATES HUGE SAVINGS

**Expert contract negotiation and plan optimization reduce mobility spend**

## CLIENT PROFILE

- American supercenter chain with more than 250 stores
- Approximately 1,000 devices with one provider

## CHALLENGES

- Poor contract negotiation
- Little visibility into zero-usage lines
- Lack of true cost optimization

**\$562K**

Historic Cumulative Savings

## AS WELL AS:

- Complete elimination of unused lines
- Significant cost savings
- Detailed visibility and reporting
- Centralized administration and management

All with no service disruptions

## OVERVIEW

The client is an American super-retailer operates more than 250 stores across several states in the Midwest. One of their technology partners recognized the need for mobility optimization and referred their leadership to vMOX.

## CHALLENGES

The company managed its enterprise mobility environment internally, juggling it with the supercenter chain's many competing business priorities. Technically, their mobility environment was functioning, but it cost time and money that the leadership team thought could be better spent elsewhere.

The internal team needed in-depth expertise in the following areas:

- Carrier relationship management
- Contract negotiation
- Zero-usage devices
- Cost optimization

## SOLUTION AND RESULTS

They called on vMOX to audit its enterprise mobility environment. In the initial assessment, vMOX uncovered significant savings, prompting the client to retain vMOX as a mobility partner on an ongoing basis.

Since the partnership began in 2018, vMOX has found more than \$562,000 in savings. Additionally, vMOX eliminated zero-usage lines and cut inventory maintenance costs and security risks.

Using vMOX's proprietary software and centralized management platform OnePortal<sup>SM</sup> provides the client with the ability to:

- View and analyze usage trends in real time
- Ensure it only pays for what is needed
- Draw actionable insights from granular data
- Determine mobility ROI

The client and vMOX work closely on carrier contract analysis and negotiation. vMOX ensures they are satisfied with the cost of its mobility plans and that the service level agreements (SLAs) across the retailer's geographies are met. Together, they continue to optimize the company's carrier relationships and mobility spending.