

SUBSTANTIAL MOBILITY SAVINGS DELIVERED TO MAJOR EUROPEAN CLIENTS

Two leading German enterprises got expert help from vMOX to better manage their corporate mobility programs



Commercial Vehicle Technology Supplier

DEVICES IN SERVICE: **1,040**
MONTHLY MOBILITY COSTS: **405 K€** / SAVINGS ACHIEVED: **50%**

CHALLENGES

The initial initiative with this client centered around provider negotiation. Their existing the agreement was up for renewal in three months, and they wanted to investigate some of the newer industry offerings, such as pay-as-you-use, plan based and pooling. The client did not have the internal knowledge or resources to author or issue an RFP, much less evaluate the responses.

SOLUTION

Working together with the customer, our team consolidated their requirements into a comprehensive communications profile. Using a standardized approach, an RFP was sent out to providers, including Deutsche Telecom, Vodafone and Telefonica, that could address these needs.

All responses were thoroughly analyzed by our team and predictive software, providing the client with a clear financial and operational comparisons between the offers. In a subsequent round we solicited further improvements from the shortlisted operators. Finally, a Best and Final Offer (BAFO) was negotiated and translated in a new three-year agreement.

RESULTS

Thanks to our team's market knowledge, processes and proven negotiation efforts, the client achieved a total three year projected saving of over 600 K€ on a best-in-class carrier agreement. This effectively reduces their mobility spend by over 50% over the three years, putting the company in an excellent leverage position for future negotiations and ongoing cost containment.

Security Services Company

DEVICES IN SERVICE: **2,655**
MONTHLY MOBILITY COSTS: **376 K€** / SAVINGS ACHIEVED: **35%**

CHALLENGES

This client was looking to lower their mobility spend in Germany by at least 30% to match the savings they were seeing in other markets (Portugal and Spain) where they recently renegotiated mobile agreements. Their plan was to issue an extensive RFP, which would cover M2M, fixed voice and data network communication services. There were numerous challenged associated with this plan, including the non-coterminous nature of these different services as well as the conceptual differences in rate-plans offered by different operators in the German market.

SOLUTION

We conducted a thorough analysis of the clients historic billing data and designed a comprehensive mobile billing, contract and service analysis. Using a standardized approach, a detailed RFP was sent out to those operators we knew could also offer M2M, fixed voice and data network communications services.

Our process methodically matched the proposed rate plans with usage to give the client a true cost analysis. After evaluation, we jointly selected two providers that best met the RFP requirements, and met with each to solicit improvements to move their offers closer to the savings target. Finally, a BAFO was negotiated and translated in a new three year agreement.

RESULTS

Our automated processing, detailed cost analysis and proven negotiation skills enabled this customer to achieve a 35% saving on their mobility via this new carrier agreement, without the need to change devices or operators. We used our market knowledge to successfully convince this provider to revise their proposal to meet the customers savings expectations, even though they were the incumbent.

To date the client is consistently realizing a minimum of 35% savings each month, which is in excess of their initial 30% target.