

# MANUFACTURER OPENS THE DOOR TO BIG SAVINGS ON ENTERPRISE MOBILITY

Plan optimization and device lifecycle management streamline operations, create savings

## CLIENT PROFILE

- One of the world's largest door and window manufacturers
- 117 manufacturing facilities in 19 countries, primarily in North America
- Nearly 1,800 devices in service with two providers

## CHALLENGES

- Staff turnover
- Device recovery and distribution/termination
- Plan monitoring and optimization

**\$700K+**  
Cumulative  
Savings

**\$15K+**  
Ongoing Monthly  
Savings

## AS WELL AS:

- Plan optimization for nearly 1,800 devices
- Detailed visibility via the vMOX management portal
- Centralized reporting and administration across service providers

All with no service disruptions or carrier changes

## OVERVIEW

A world-leading manufacturer of energy-efficient windows and doors, distributes an extensive array of interior and exterior products for use in newly constructed and renovated residential and commercial buildings. The company relies on nearly 1,800 devices, primarily smartphones, to connect all types of employees – field sales, manufacturing and corporate.

## CHALLENGES

With an inventory of nearly 1,800 smartphones continuously coming on and offline due to staff movement and changes, the client's enterprise mobility program can be in a constant state of flux. The company was using a provider for day-to-day device lifecycle management but sought greater savings and efficiencies across the board.

## SOLUTION AND RESULTS

vMOX conducted a range of assessments and uncovered significant cost savings through plan optimization and data allocation for their mobility program. With a proprietary, technology-led approach, vMOX amplified their mobility savings and visibility to such a degree that the company soon left its other managed mobility service provider to take advantage of vMOX's full suite of services.

Now with cumulative savings of \$710,040, the client is working on completing integrations enabling vMOX to manage functions across the company's mobile environment. vMOX already manages the company's help desk day in and day out and is finalizing integrations to handle their logistics and procurement.

By utilizing vMOX's full suite of capabilities, the client realizes the following benefits:

- Greater control over device lifecycle management
- Streamlined device recovery, distribution and termination
- Enhanced visibility into inventory, usage and cost allocation
- Optimized plans and carrier contracts
- Proven procurement and logistics processes
- Centralized management from vMOX's OnePortal
- Unmatched help desk support
- Granular reporting and analytics
- Superior policy consultation and management

Although the relationship between vMOX and the company began simply to boost savings, it quickly evolved into a business partnership. In that role, vMOX is positioned to not only grow the client's cost savings but also boost enterprise mobility efficiencies for years to come.