

## Global Logistics Operator registers savings with Avotus' Mobile Rate Plan Optimization

Customer is a leading global logistics operator based in North America and is a Fortune Global 500 player. With operations spanning the circumference of the globe and over 275,000 employees on its rolls, this company viewed mobile communication as vital to their business.

### Business Issues

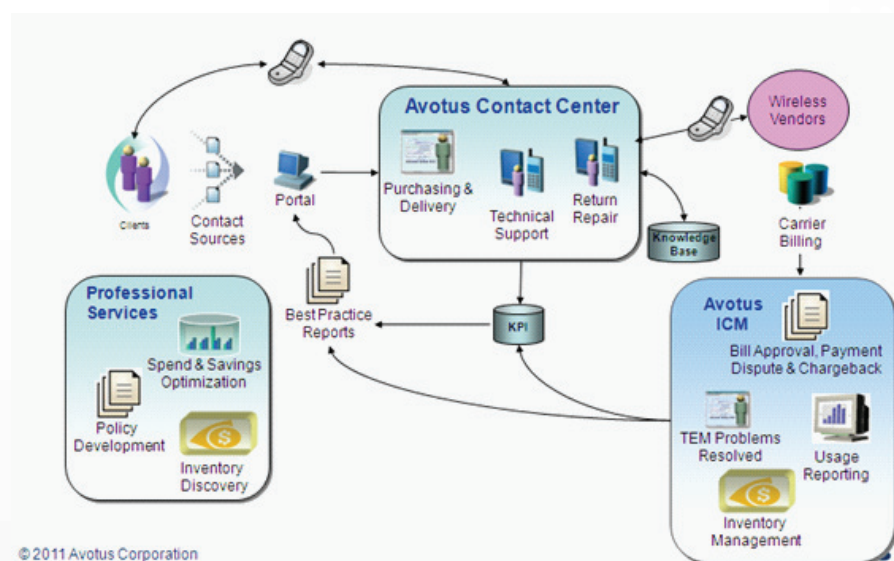
In many global enterprises, the use of mobile communications grew gradually over time to become the primary means of communication across geography and time zone. Normally since there is no formal structure or plan to manage this growth, the company simply does not have control over its wireless devices. More employees had individual liability plans than corporate liability plans. The main concerns faced by the organization pertained to tracking the entire wireless inventory as well as managing the rapid changes in wireless plans. This created problems for the corporation beyond the rising expenses, including the lack of visibility into the use of mobile phones and what liabilities, financial and otherwise, were being created.

**Telecom Infrastructure Under management:**  
1000+ Wireless devices

**Problem:** Rising expense, Lack of visibility

**Solution:** Avotus Mobile Rate Plan Optimization

**Advantages:** Complete Control and Visibility into the Wireless spend; visible Improvements in telecom spend. And triple digit ROI in first Quarter



## Solution

Avotus partnered with the customer and by utilizing components of Avotus' full suite, created a complete solution without requiring any additional engineering or development efforts.

The Avotus Mobile Rate plan Optimization solution consisted of two phases:

- 1) A Survey and inventory capture of individual liability plans to be converted to corporate plans
- 2) Rate Plan Optimization

Avotus enabled the customer to have a comprehensive visibility on the wireless assets and controlled the entire gamut of services, right from procurement, provisioning, managing as well as helpdesk support for all activities pertaining to the customers Wireless asset base.

## Results

First level of Rate Plan optimization, limited to a scope of 1000 devices, delivered savings of \$ 263,000 for the customer in first quarter itself, representing a 113% ROI of total contract value with Avotus.

The cost reduction activities focused on reducing expenses through rate plan changes, rate plan matching, feature adjustments, and enhanced carrier programs measured against the same minutes of use and calling patterns as outlined in the Historical Usage and Expense Dashboard, with no switching of carriers and no loss of functionality or services.

## About Avotus

Founded in 1981, Avotus is an award-winning provider of intelligent enterprise Call Accounting solutions. Since its inception, Avotus has worked with corporate telecom administrators to help them tackle the challenges associated with managing their complex enterprise communications assets, which increasingly include a growing number of mobile phones, tablets and other smart devices. Avotus serves customers across 41 global destinations, many of which are industry-leading Fortune 2000 customers.

For more information, please visit [www.avotus.com](http://www.avotus.com).