

Avotus helps Construction Equipment Dealer Get a Grip on Wireless Expenses

Executive Overview

As North America's largest equipment rental source offering over 600 different types of equipment via thousands of field employees, this customer had to make major investments in wireless technology to keep its employees connected when away from the office.

Business Need

With so many mobile workers and, therefore, wireless devices, the customer was losing track of who was assigned a phone, how much they were using it, and who they were calling. In fact, the annual wireless costs had grown to over 4 times their annual landline costs. Without clear policies, standards, and set procedures in place, the customer had no clear picture of their total wireless spend. The company needed a solution that allowed them to consolidate all billing at the corporate level, leverage total spend and track assets and usage.

Approach Adopted

Avotus ICM Wireless Expense Management was implemented to help the customer get control of their spending. By consolidating all billing and invoices for their wireless devices, the customer immediately gained a universal view of how and where their wireless assets were being used. This information had a rapidly cascading effect on the corporate wireless policy. First and foremost, the customer was able to begin consolidating all individual wireless accounts into corporate managed policies immediately. Thereafter, the customer put all users on shared minute plans, giving them the ability to better leverage the volume of units used and cancel unused or under used devices. Additionally, the customer saw a rapid decline in abuse.

Results

The customer realized substantial savings in just the first quarter of using Avotus ICM. Expected annual savings pushed into millions as the customer integrated all their wireless providers into the Avotus ICM platform. In addition, the customer now had the ability to:

Avotus Advantages

Annual savings of \$1.16 million (7.25%) of total wireless spend

Increase in device accountability and near elimination of fraud & abuse

Ability to roll out new devices and applications to employees



- » Easily view monthly charges
- » Drill down current spending by region, district, and individual branch offices
- » Forecast, budget, and prepare quarterly reviews
- » Track and manage individual assets
- » Swiftly identify fraud and abuse

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.