



Iconic Management Solutions

Saves Fortune 1000 Construction Company \$1.6M

Construction White Paper

Overview

A leading specialty construction and infrastructure company with 18 locations across the U.S. has approximately 6,600 devices active between Verizon, AT&T, and T-Mobile -- and usage and costs were increasing.

Challenges

The company was working with a Telecom Expense Management ("TEM") provider that was underperforming. The company's mobile environment was growing month over month in terms of both data use and device count, but their IT budget and resources were not.

The TEM company was only providing quarterly rate plan analysis and recommendations, and their recommendations were not keeping up with their rising monthly mobility costs.

Their challenge was finding a way to improve efficiencies between their various subsidiaries, reduce overall monthly corporate mobility program expenses, while building better program efficiencies.



How We Helped

This client's goals were to lower mobility costs while gaining visibility and control of their mobile environment:

IMS performed an initial billing analysis that identified immediate savings opportunities that could be realized on the company's next billing cycles. In just 2 months IMS was able to reduce the average cost per line by almost \$12, and in 3 months, the monthly savings had already reached almost \$140,000.

IMS helped the company modify their usage behavior with an appropriate data usage awareness program that was implemented to proactively inform all employees via email of their monthly mobile spend and discourage excessive non-business use of all devices. When this initiative launched, 150 lines had a monthly spend of over \$500. After two months, only 30 lines remained above that threshold, and the overall savings was more than 80%.



Mobility Management

Know the location of mobile devices at all times.



Expense Management

Save money by visualizing the entire device ecosystem.



Mobile Device Security

Protect the company network and data by strengthening device security.

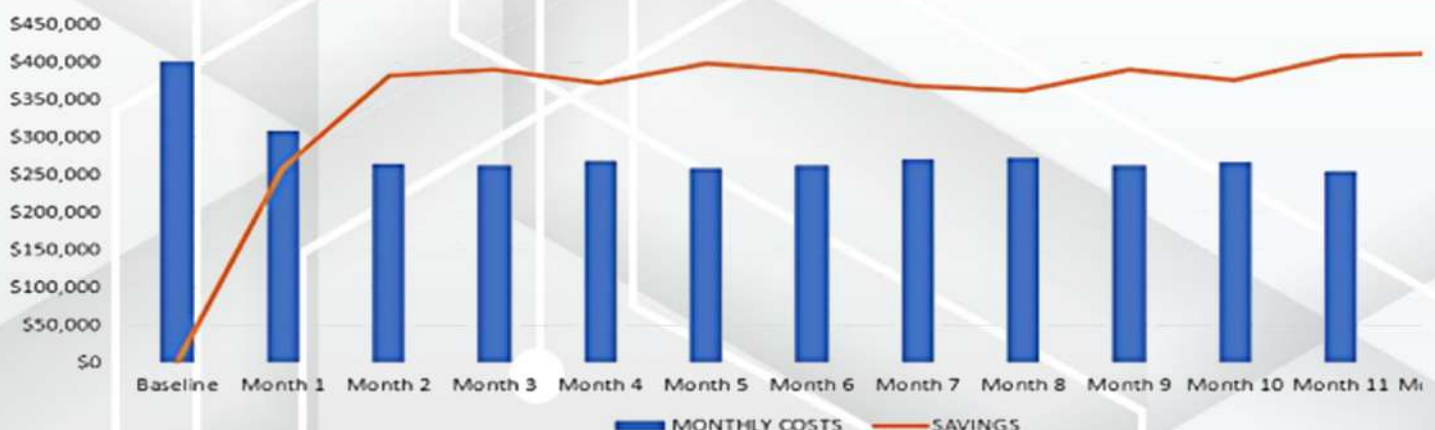


The Iconic Management Mobility portal provided the client the visibility and control of their environment that they had been lacking. The portal functionality not only saved the company significant internal manpower hours, it allowed them to cancel their contract with the TEM provider, eliminating a significant monthly expense.

The Results

As a result of IMS monthly rate plan optimization and reducing the amount of data used on the accounts, the company was able to realize over \$1.5 million dollars in savings over the first 12 months.

TOTAL MONTHLY COSTS / SAVINGS





About Iconic Management Solutions

We've worked with companies of all sizes in a wide range of industries to get their mobility costs under control.

We know that your situation and needs are unique -- and our solutions are customized for every customer to ensure that we meet those needs. Interested in learning more? Contact us via the below.

INTERESTED IN MOBILITY
MANAGEMENT FOR YOUR
CONSTRUCTION COMPANY?



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