

WIDEPOINT CASE STUDY



Client Business Equipment Manufacturer
Industry Technology
Contract Type Managed Mobility Services

Highlights **Contract Term Savings: \$549,527**
Rate Plan Optimization Savings: \$165,497

Background

The Client has more than 70 years of experience developing superior business equipment and software technologies. It had more than 1,650 mobile users and sought a complete outsourced solution for managed mobility.

Approach

The Client chose to implement WidePoint's Managed Mobility Services, including Web portals for Expense Management and Policy & Procurement to manage vendor contracts, mobile expenses, procurement, and MACD. They also used WidePoint's 24/7/365 Help Desk.

WidePoint used its Rate Plan Optimization software to reduce costs and provide a best fit between contracts, users, and the overall needs of the Client. WidePoint negotiated new mobile contracts, which include improved plan pricing, special equipment credits, and enhanced terms and conditions.

Results

As a result of WidePoint's negotiation of new mobile contracts including improved plan pricing, special equipment credits, and enhanced terms and conditions, WidePoint has reduced the Client's ongoing costs with a projected savings of \$715,024 including Rate Plan Optimization savings of \$165,497 and contract term savings of \$549,527. WidePoint managed nearly 1,500 devices for the Client.

WidePoint's Managed Mobility Services provided the Client with a complete and successful program that provides the Client with a comprehensive outsourced solution. WidePoint delivers the expertise, and attendant results that the Client needs to maintain an optimized mobility program. WidePoint's ability to negotiate with multiple carriers across multiple device types to fit the evolving requirements of our client demonstrates our leadership in the business process known as Managed Mobility Services.