GoProcure

MOBILE MANAGEMENT PROGRAM:
SAVE MONEY ON TELECOM SPEND

The Challenge:
Increased Mobile Phone Costs Due to a Remote Workforce

Corporations all over the world are being forced to learn to work with the new normal in light of the ongoing COVID19 Pandemic. With a loss of revenue and declining consumer demand, executives will be challenged with cutting more costs to remain profitable. Due to the unprecedented changes, several employees now have to work remotely, making mobile devices a must-have requirement for many organizations rather than legacy landline-based phone services.
Since many corporate mobile plans rely on Pools of Minutes and Pooled Data Usage, this increase in mobile phone usage can push companies above their historical pool maximums, which results in expensive variable usage charges.

These budget overruns also extend beyond the use of company-owned cell phones. Employees who had little justification for a corporate phone are now using their personal devices more at home for work purposes, which can cause an increase in their own bills. As such, many employees turn to their employers to reimburse this expense. This creates "tail spend," which shows up in the corporate expense reimbursement process rather than the IT infrastructure budget.

The Solution:
GoProcure's Mobile Management Program

GoProcure's Mobile Management Program helps optimize corporate wireless plan costs, particularly at a time when employees more often use their company-issued mobile phones while working from home, rather than their in-office desk phones.

By analyzing your employees' wireless usage and billing data, we find opportunities to **save around 20-40% on your mobile plan costs**, without necessarily having to change carriers and/or equipment.

This program is covered by our Total Savings Guarantee. If we don't find cost savings that more than make up for the cost of the core program, we'll credit you for the difference.

Specifically, our Mobile Management Program covers core areas such as:

- ❖ Objective Wireless Carrier Review
- ❖ Wireless Asset Inventory
- ❖ Elimination or Suspension of Zero-Use Accounts
- ❖ Individual and Pool Plan Optimization
- ❖ Advanced Usage Analytics and Reporting
- ❖ Dedicated Rate Plan Analysts

GET STARTED WITH OUR FREE MOBILE ASSESSMENT

The Assessment begins with us learning more about your business and conducting a preliminary review of your wireless contracts and invoices to quickly identify the best areas for optimization. We provide realistic, executable cost-saving recommendations customized to your needs. More specifically, the Mobile Assessment focuses on four key cost components that make up your wireless spend, including:

1) Data: Data charges have now overtaken voice as the number one expense on enterprise billing, and wireless carriers continue to add complexity with new rate plans. Even with the explosion in smartphones and data-intensive applications, unlimited data plans can be unnecessary and overly expensive for most users.

2) Voice: Although data usage typically exceeds voice, analyzing voice consumption patterns still provides significant savings opportunities. Most optimizations efforts just manage pooled plans, but GoProcure analyzes both individual consumption along with aggregate usage to maximize savings.

3) Messaging: Messaging fees still account for a sizable portion of your total wireless spend. As a best practice, GoProcure helps organizations define and implement policies that enable text messaging based on the end-user's position and the value that text messaging can deliver so that we can then find an appropriate messaging plan.

4) Optional Features: Wireless carriers have added a multitude of optional and often unnecessary features and services to drive-up their revenue at your expense. For example, one major carrier lists 47 optional features and services that can be added to a plan. Reviewing any optional features added to your plan can help unlock cost savings.

OPTIONAL ADD-ON SERVICES

❖ **Managed Services:**
Achieve monthly optimization with actionable analytics and detailed change recommendations, execution of approved recommendations with each carrier, bill payment services, cost center coding and reconciliation. These services can be expanded to other product types such as PCs, software licenses, etc.

❖ **Support and Fulfillment:**
Leverage support for troubleshooting, repairs, warranty exchanges, etc., along with procurement/fulfillment for new lines of service, replacements, upgrades, etc.

❖ **Reclaim and Recycle:**
Receive prepaid shipping labels or freight pickup for a fast, convenient way to dispose of and/or swap devices. This service includes rigorous data deletion and protection.

❖ **Employee Programs:**
Help your employees and their families choose the best devices and rate plans through our employee programs, which include eligibility for device upgrades and carrier discounts. Employees can order through a custom, company-branded portal or call to receive personalized service.

❖ **Equipment Leases:**
Order all the equipment and technology your mobile workforce needs to be successful. Provide the latest apps and tools directly to your workforce for increased productivity with an easy, low monthly lease payment, without large capital expenditures.