



MOBILITY OPTIMIZATION

Overview

The proliferation of employee mobile devices enhances employee productivity. But, it also comes at a considerable cost to the organization. MDSL's Mobility Cost Management Services help you effectively manage and optimize your wireless spend.

Problem

Employees in different regions and countries, multiple vendors and rate plans, differing usage requirements, changing user base and usage modes make it nearly impossible to choose the optimal mobile solution and gain control over your wireless operational expenses.

You want to contain costs without compromising convenience. And, you need a solution that addresses the growing cost of mobile data plans, a rapidly ballooning expense as more and more employees are adding unified communications, messaging and application capabilities to their mobile phones.

Solution

MDSL's Mobility Cost Management Services provide global visibility into your mobile estate. More importantly, we offer continuously optimized rate plans, voice pooling and feature audits, as well as timely and equitable chargebacks to the appropriate costs centers.

Results

MDSL delivers typical savings of \$15-30 per user/per month for corporate liable accounts. Besides hard savings, we also assume the administrative burden of managing, supporting and reporting on cellular service plans generating additional soft savings.

Outputs



Documenting and normalizing carrier contracts



Disputing mistakes with vendors



Updating tariffs and rates



Negotiating credits with vendors



Auditing invoices, down to call level



Analyzing current trends and optimizing spend

Optimization Sample*

Country	Vendor	No. of Mobile Devices	Annual Vendor Billing	Annual Savings	Optimization Cost	Net Savings
US	T-Mobile	1765	\$1,735,403.19	\$254,654.00	\$16,467.45	\$238,186.55
US	AT&T	865	\$928,171.42	\$146,185.00	\$8,070.45	\$138,114.55
US	Verizon	265	\$212,375.51	\$46,640.00	\$2,472.45	\$44,167.55
CA	Rogers Wireless	865	\$712,489.00	\$124,560.00	\$8,070.45	\$116,489.55
NL	KPN	365	\$222,724.12	\$61,685.00	\$3,569.70	\$58,115.30
UK	Vodafone	165	\$117,374.63	\$29,040.00	\$1,613.70	\$27,426.30
IE	Vodafone	465	\$399,419.69	\$66,960.00	\$4,547.70	\$62,412.30
CN	China Mobile Ltd.	265	\$124,991.23	\$44,785.00	\$2,591.70	\$42,193.30
SE	Telia (SE)	565	\$460,273.17	\$99,440.00	\$5,525.70	\$93,914.30
DE	Deutsche Telekom	2165	\$2,236,273.61	\$311,940.00	\$21,173.70	\$290,766.30
Total Savings						\$1,111,786.00

Sample Savings

Vendor	Country	Savings Stream	No. of Mobile Devices	Credit (\$)	Annual Savings (\$)
T-Mobile	United States	Signing Bonus	N/A	150,000	--
		Zero Usage Devices	194	--	17,385
		Users No Longer With Client	98	--	10,354
		Multiple Device Owners	All	--	--
		BusinessFlex Tariff Management	37	--	12,480
		International 50 & 100 Bundles	44	--	6,571
		Roaming Data Bundle Mgt	37	--	12,333
		Roaming Voice Bundle Mgt.	37	--	45,530
		Rental Rate Analysis	All	--	--
		Usage Rate Analysis	All	--	--
Non-Business Usage	All	--	--		
Total Annual Savings					\$254,654 / 14.67%

*Numbers are fabricated to anonymize our client, but savings numbers are accurate on a per capita view.



Learn more
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