

WIRELESS OPTIMIZATION AND INVENTORY MANAGEMENT CASE STUDY

PRODUCT SAFETY TESTING FIRM

This client operates safety consulting and certifications in the United States and manages offices in 46 countries, providing safety related testing, inspection, auditing, advising, training and certifications to a wide range of clients. The organization includes 64 total laboratories, testing and certification facilities service customers in 104 countries.

SUMMARY

The client sought a telecom expense management solution to perform a comprehensive wireless audit to better manage inventory and optimize wireless usage. They desired a special focus on international calling, zero use assets, ex-employees and spend tolerances.

\$2.3 MILLION
annual wireless telecom spend



Wireless Optimization



Invoice Audit & Payment



Contract Negotiation



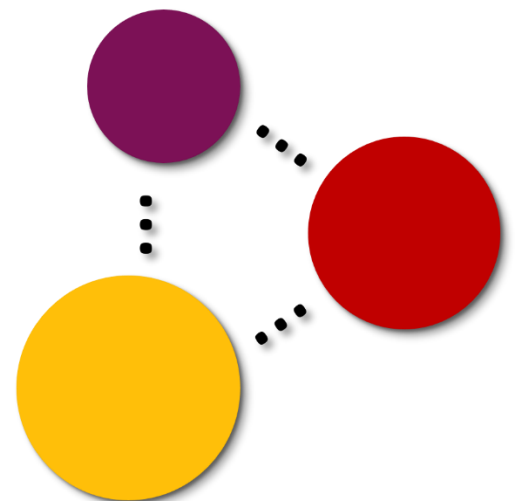
Inventory Management



Clearview Software

WHO IS VALICOM?

Valicom is the leader in telecom and technology management services for mid-market, government and enterprise organizations. Valicom has leveraged over 25 years of experience mastering their Clearview SaaS software platform, plus a full suite of telecom expense and inventory management services to deliver visibility and control over voice, wireless and data environments.



THE BUSINESS CHALLENGE

With the geographic disbursement of facilities captured within this organization, this client faced several wireless management challenges, including controlling international calling costs, identifying zero-use assets, managing ex-employees and staying within spend tolerances.

Their wireless contracts were also ready for their renewal, presenting an opportunity to optimize their environment to better match their future services with their precise needs - at a good price.

THE VALICOM SOLUTION

The client's entire wireless environment was inventoried and uploaded into Clearview for deeper analysis. Then Valicom's Telecom Audit experts reviewed the information, and the matching invoices, for zero use assets, services assigned to ex-employees and places to optimize spending. The client focused on international calling especially, as this had been a problem area in the past.

Valicom also created RFPs based on the new wireless recommendations, sent them out to vendor, analyzed the results and offered expertise on which to choose. They then assisted with order fulfillment for any changes in equipment and services.

To help with ongoing invoice management, Valicom set up an invoice data flow process whereby invoices were entered into Clearview, audited, coded and paid, with a report flowing back to the client's accounting system.

overall savings reached

\$708,281

which is equal to

30%

total savings from
previous annual spend

