

# Sakon Mobility Management: Mobile Device As A Service (MDaaS)

## At a Glance

Your workforce is demanding the best devices and end-user experience possible. You want to give it to them, but you need to manage your mobility budget wisely and need to avoid spending it all on mobile devices alone. But all too often, that's what eats up your mobility budget. Sakon's Mobile Device as a Service (MDaaS) is a monthly subscription that includes both the device and a comprehensive set of services that will delight your end users – tailored to fit your specific needs. And unlike a traditional device purchase, there's no upfront expense. With a flexible deal structure, you simply select the devices, terms, and services you need...Sakon does the rest.

### Key Benefits

**Free up valuable cash** by restructuring how you buy devices

**Drive overall costs down and gain budget certainty (no surprises!)**

**Gain freedom and better negotiating power** selecting wireless carrier plans when you acquire your own unlocked devices

**Improve end-user experience** as end users get the latest devices and services now, and IT has a pre-defined device upgrade schedule to follow

### Key Features

**Flexible financing** capable of being recognized as an OPEX expense with terms to fit your business needs

**Control** over new elements (device purchases, carrier plans and finance terms) within your mobility program

**Accommodate** and delight many thousands of users from anywhere in the world

**Integrate** and synchronize data with existing AP, GL, HRIS, and MDM systems

## Business Challenge

Companies are quickly discovering there are many hidden costs in their mobility program that can bloat budgets and cause them to spiral out of control. One area is the significant upfront costs to purchase devices. For example, the latest iPhone is well over \$1,000 and, in some configurations, costs more than a MacBook. This can wreak havoc on available cash and budgets, because traditionally the entire device cost is paid upfront.

Another issue companies face is paying more for their ongoing monthly plan cost. Most mobility administrators do not realize that service-plan costs are almost always higher whenever the device is provided by the carrier...whether or not the device is subsidized.

Add to this, new workers are demanding a more consumer-like set of technologies and experiences, with many having not only better personal technology but also the services that come with it. This creates higher demands on the business and on IT departments to constantly keep users upgraded to the latest tech hardware and supporting them with intuitive services 24/7.

## Solution Overview

In a time when businesses need innovative new ways to enable their workforce, control expenses and increase savings through better vendor management, MDaaS, an essential new delivery model for devices and services, separates wireless device purchases from carrier services, optimizes costs, orchestrates service providers and is:

- **Easy** to deploy across all regions, business units and service providers
- **Flexible** in its financing and terms
- **Proactive** in identifying device compliance issues, errors in billing, and opportunities to optimize mobility programs
- **Intelligent** in orchestrating systems and data to create meaningful and actionable business insights for mobility admins and front-line managers

## Critical Differentiators

Sakon MDaaS provides a new higher level of control over device purchase and carrier plan costs, GL accounting, finance terms, and vendor management.

Our Synkronize™ System of Record is the fruit of our deep expertise and produces an extraordinary and easily visible site-based and cost-based inventory of all mobility services. Without this as a starting point, your efforts can fall flat by comparison.

MDaaS eliminates upfront costs.

MDaaS also provides predictable budget planning.

MDaaS enables your company to stay ahead of tech hardware upgrades and helps to build a more delighted end-user community.

Sakon offers stability in an unstable marketplace. Our management team and many in our operations groups have been with us since the beginning – that's 2 decades of consistency.

## Related Solutions

Sakon orchestrates all services and systems required to make mobility management a simple, intuitive and enjoyable experience. **Other solutions within Mobility Management:**

- **Mobility Managed Services** masters device, service, and end user assignment inventories together with procurement, expense management, and optimization
- **BYOD** adds visibility into device-security compliance to mitigate risk and stipend payment management to simplify user reimbursements
- **Hybrid Mobility** enables companies with complex multi-device-ownership models to have it all easily managed together in a single system
- **End-User Enablement** focuses on simplifying and enhancing the experiences of users with a native phone app and integrates with MDM, logistics, helpdesks, and other IT service management systems

## Related Products

As a global leader in enterprise communications management, our suite of applications is the first complete solution for cost-based communications planning, operations, and spend control. **Other products within Communications Management:**

- **Technology Expense Management**  
Our flagship solution where we build the Synkronize™ System of Record for enterprise communications: a powerful information repository that enables complete visibility into and control over your fixed-line, mobile, and network communications systems
- **SDWAN Network Transformation** is a key set of modeling and tracking capabilities which builds upon our extraordinary site-based and cost-based inventory. This enables IT teams to know exactly where they start in any transformation effort, model what-if scenarios, and understand the specific ROI for network transformation down to the break-even timeline.

For more information, please visit [Sakon.com/solutions/mobilitymanagement](https://www.sakon.com/solutions/mobilitymanagement)

Sakon is a platform and services leader that has helped global enterprises organize, understand, and intelligently manage their communications and cloud services since 2003. With headquarters in Concord, Massachusetts and a Global Delivery Center in Pune, India, the Sakon team numbers more than 400 employees worldwide. Sakon serves over 200 enterprise customers, and its technology is used by the world's top systems integrators and outsourced-services providers. Learn more at [www.sakon.com](https://www.sakon.com).