



CASE STUDY: Mobile Expense Management
Federal Defense & Security Contractor



Challenges → **Solution** → **Outcomes**

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| <ul style="list-style-type: none"> • Lack of transparency and visibility across multiple wireless carriers and systems made it difficult to manage over 25,000 mobile devices • As the company and user count increased, they lost control of mobility expenses and management processes • Inability to scale, manage, integrate with Service Now for procurement, activations, and deactivations | <ul style="list-style-type: none"> • Complete audit and rationalization of carrier spend • Consolidated invoices with automated audit of billing fees and taxes • Provided vendor quotes in web portal for easy comparison and ordering • Consolidated EMM Systems and automated multi-currency expense and usage reporting on over 25,000 devices • Centralized MAC help desk | <ul style="list-style-type: none"> • Track usage and expenses to reduce overall cost and wasteful spending • Agility and increase competition via fully automated interfaces that allow ability to easily plug in and out providers and users • Improved IT service quality and time to market while having end-to-end accountability in place • No carrier change, no disruption of services |
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“Being a global enterprise, we meet once a quarter with our mobile carriers to review an executive overview of our account. Our organizations are tightly integrated. We were very pleased to find the audit results found additional savings. Thanks to Small Axe and Team for producing results we thought we had handled.”

*Tim M.
 VP Global Sourcing*



Economic Outcomes

- ✓ 19% Monthly Savings
- ✓ \$148k Monthly Net Savings
- ✓ \$1.8M Annual Net Savings