GLOBAL AUTOMOTIVE MANUFACTURER

The Customer

Top 5 Auto Manufacturer
· Locations and dealerships throughout the world
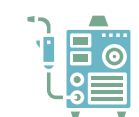· Recognized as one of the top quality and efficiency manufacturers in the business

Over 65 years
· Established distribution
· Executive leadership

Pioneer in multiple industries:

Recreational Vehicles

General Purpose Motors

Power Machines

Other Commercial and Consumer Segments

The Challenge

Although they are a **quality organization**, they:

Lacked the **people**, **processes**, and **technology** for effective mobility management of their 5,000+ devices on three carriers

Lacked **experienced resources to optimally provide Mobile Device Management (MDM)** administration for a return on their wireless investments in device security

The Solution

The customer selected:

✔ **Optimization**

✔ **Ongoing Expense Management**

✔ **Procurement, Technical Support**
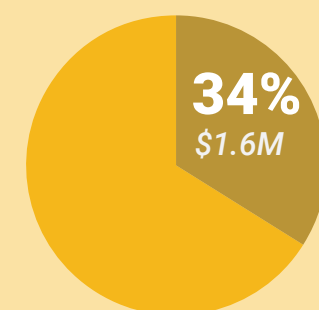
✔ **MDM Administration**

The Result

✓ OVATION quickly identified areas of **savings opportunity for improvement** within their procurement, technical support, administrative, and expense management areas for mobility

✓ Consolidating numerous **billing accounts** which produced **soft cost savings** for their **Accounts Payable Division**

34%
$1.6M

Saved 34% off their annual wireless spend or $1.6 Million

Streamlined Reporting   Management Tools   End User Experience   Additional Savings

TOP 5 RAILROAD

The Customer

Top 5 US Railroad
· Operates over 11,000 miles of track throughout the east coast

190 year old business
· Deploys multiple technologies for the operation

· Multiple telemetry devices, machine-to-machine, monitoring, video, scanning, and other mobility technologies
· Traditional smartphones, tablets and Mi-Fi services

Over 25,000 devices and growing
· Relies on optimal performance for mobile productivity tools
· Uses integrated mobility technology to run their business

The Challenge

· Organizing and optimizing their wireless spend, inventory, and mobile lifecycle management proved to be **too much for an internal solution**

· Help with **strategy** and **direction** due to having hundreds of billing accounts and thousands of devices along with new federally mandated programs that require mobile solutions

With massive deployments of MDM they needed **onsite assistance** to help with the complexities of security software deployments

The Solution

The customer selected:

✔ **Ongoing Expense Management**

✔ **Procurement, Technical Support**

✔ **Manager Reporting, customized Accounts Payable coding**

✔ **Deployed five full-time, onsite, dedicated resources to provide specialty support daily**

· With thousands of devices and dozens of carrier accounts, gathering the inventory became the first order of business to launch the project

· Overlaid our optimization services for immediate cost savings which more than paid for our engagement

· Consolidated their carrier billing into a small group of accounts which reduces administration costs and leverages the synergy of the larger user base

The Result

This customer selected ALL of our services and we have saved them in excess of
$10 Million

OVATION continues to be a key part of their overall **mobile strategy** and helps create **best practices** as their business needs change.