

WEBINAR: APRIL 11 @ 9:00 AM EST

# Optimize Your Mobile Spend With Tangoe One Mobile



OPKALLA

tangoe®



**OPKALLA**

**Trusted by more than 300  
organizations for unbiased advice  
on business technology purchases.**



# OPKALLA

## Where We Engage



Cloud Contact Center



Public Cloud Solutions



Disaster Recovery + Backup



Microsoft 365 for Business



Infrastructure



Unified Communication



Cybersecurity



Colocation



Mobility



Connectivity



SD-WAN



Virtual Desktops



OPKALLA

**Thank you**

**tang<sup>o</sup>e<sup>®</sup>**



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OPKALLA  
IT SOLUTIONS REIMAGINED

# Optimizing Mobile Spend, With Tangoe

*An Opkalla-Approved Solutions Provider*

Hosted by Keith Hawkey  
Technology Advisor  
Opkalla

Presented by Loren Pottoff  
Solutions Architect, Mobility  
Tangoe

April 11, 2023 | 9:00 a.m. EST



# For enterprise businesses of all sizes

Tangoe simplifies, manages and optimizes technology expenses and assets so our customers can focus on what they do best.



Hybrid Workforce



Multi-Cloud Environment



SD-WAN & SASE

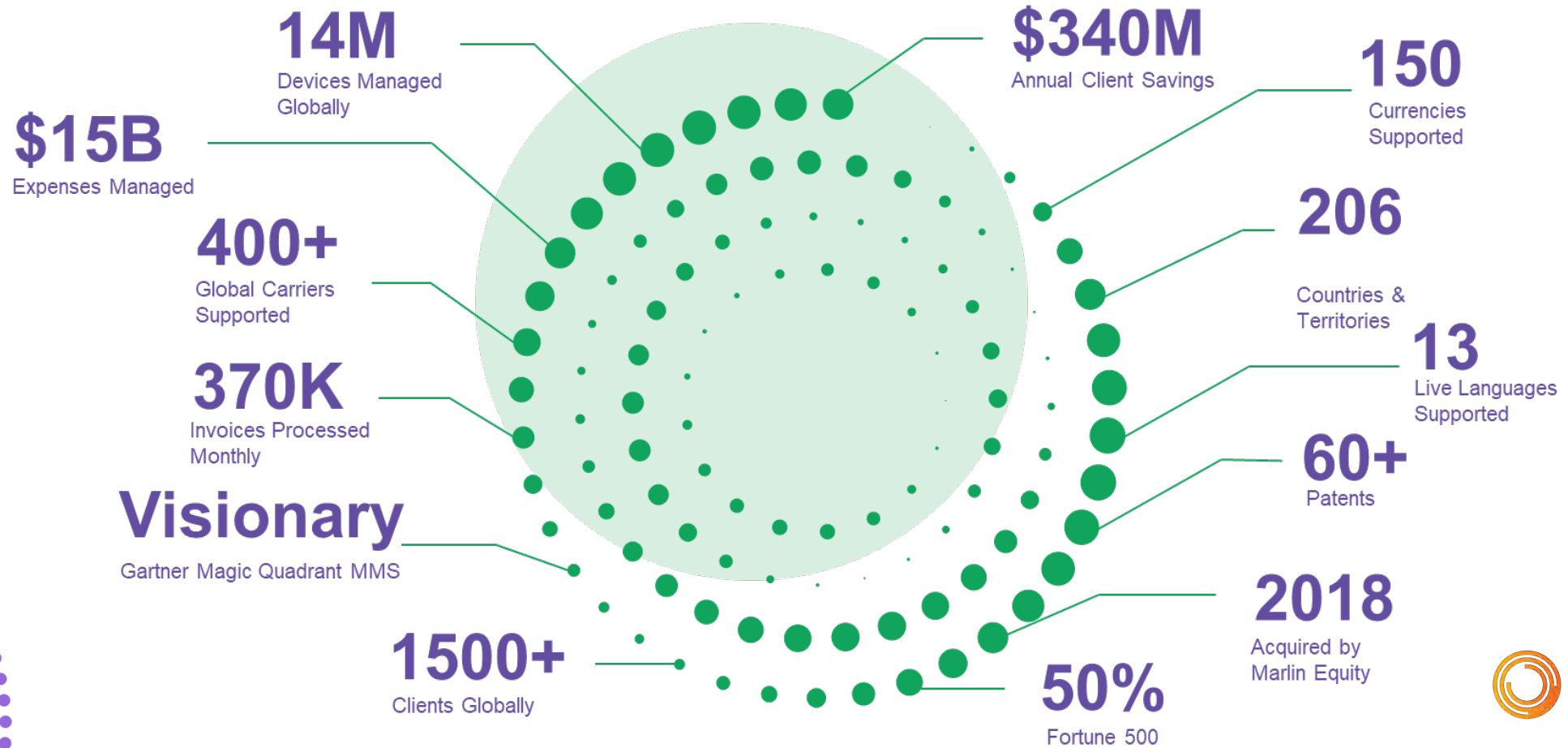


Digital Transformation



# Tangoe is the Leader in ITEM Solutions

20+ Years of Global Innovation and Category Leadership





# Why MMS?

**81%**  
say they will change their mobile device ownership strategy in the future



**34%**  
of IT time is spent on managing mobile devices

**30%+**  
of revenue is lost without working mobile devices

**68,000**  
Average number of devices in use



## Top Challenges with Mobile Fleet Management

Overall, 9 out of 10 agree their mobile device helpdesk requires improvement with close to half facing recurring issues without a temporary fix.





# Why MMS?

## MMS Benefits: Investment = Positive Returns

### Security and Business Benefits



**88%**

report using MMS provides better security



**90%**

say MMS enhances productivity



**91%**

say MMS frees up business resources



**52%**

estimated IT time savings

### ROI and Cost Savings



**90%**

say MMS delivers a positive ROI



**15%**

IT cost savings from full lifecycle MMS- a value of \$4.4M on average



**88%**

say MMS reduces costs and wasted spend



**94%**

are satisfied with MMS



# Why Tangoe One MMS?

Simplify, Manage and Optimize Mobile Expenses and Assets across your Enterprise with an end-to-end lifecycle solution and services.

## Simplify

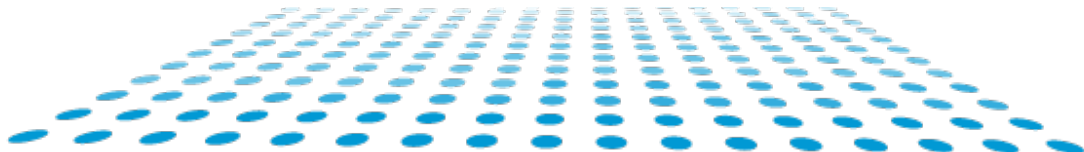
- Manage disparate providers in one-pane of glass
- Track your mobile fleet
- Streamline invoice payments

## Manage

- Maintain global inventory and expenses from a single central location
- Get real-time actionable analytics
- Align contract terms and payments

## Optimize

- Reconcile spend against terms
- Identify unused assets
- Pinpoint billing inaccuracies





# Tangoe One Mobile

Software powered by AI and RPA

- Order & Fulfillment
- Inventory
- Invoice
- Expense
- Audit & Optimize

# Tangoe Mobile Services

Expert Services to Streamline Operations

- Help Desk
- Logistics
- Unified Endpoint Management
- Bill Pay
- Consulting
- Tangoe for Apple



# Rolls-Royce Rolls into Major Savings

## Challenge

- No visibility into asset inventory, data usage
- Inconsistent processes for handling mobile requests
- High international roaming charges



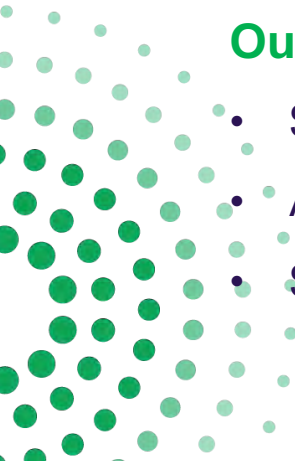
## Solution

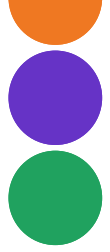
- Tangoe One MMS w/ Help Desk
- Automation and AI toggled mobile plans in real time to adjust for roaming and hotspot access



## Outcome

- \$750,000 first year savings
- Average cost per device reduced by 45%
- \$425,000 a year saved in roaming and overage charges





# Rich's Products Optimizes Spend & Time

## Challenge

- Large, global mobile workforce
- Highly complex and inconsistent
- Growing mobile device and IoT devices

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## Solution

- Tangoe One MMS
- Assessment and new policies and procedures
- Automated pricing review and disputes

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## Outcome

- 16% Annual savings
- Consistent spend
- Comprehensive inventory management



# Arup Builds a Stronger Mobility Program

## Challenge

- Lacked end-user visibility into Arup's monthly mobility usage and spend
- Needed to streamline device request workflows, and automate tasks to reduce the amount of time the IT team spent

## Solution

- Tangoe One MMS to simplify, manage, and optimize the entire mobile fleet from a central location
- End-to-end mobile lifecycle management including usage reporting, and added help desk support, sourcing and logistics

## Outcome

- Visibility into monthly mobility usage and spend
- Streamlined device request workflows, and automated tasks reduced the amount of time the IT team spent on mobility support
- Reduced program expenditure with strategic monthly analysis and cost optimization
- MMS not only solved their current issues, but it also provided scalability for the future in a seamless environment.



# American Bank Holding Realizes \$496K Annual Savings

## Challenge

- Fair amount of billing accounts for ATT and Verizon - 10 for ATT and 11 for Verizon.
- Incurred \$23k overage charges across different accounts.

## Solution

- Reviewed ATT and Verizon invoices and made recommendations by account
- A total of 21 accounts with different plan types were reviewed and optimized.
- Tangoe also provided detailed explanation with supporting information (the reasons and advantages) behind the recommendations.

## Outcome

- Client generated an annualized saving of \$496k.



# Demo Time



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IT SOLUTIONS REIMAGINED







**Simplify.  
Manage.  
Optimize.**



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# THANK YOU



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