



Case Study

METHOD delivered measurable and verified savings of 26% off the clients' total cellular spend.

A Wireless “Technology Refresh”, with increased control, visibility, customer service and a 26% savings.

Company Profile

A large national real estate investment and development company was looking to renegotiate the contracts for their mobile devices. They wanted improved coverage, reduced spend and a higher level of customer service. METHOD was engaged to project manage the bid process, procurement and implementation.

Challenge

- The client was using several different providers due to experiencing coverage issues in numerous geographic areas.
- The incumbent provider's service had diminished and they were not providing the client with the level of service they expected and deserved.
- The client was incurring usage and overage charges with no visibility into the cause.
- The client lacked the resources and expertise to complete the vendor negotiations and make a fully informed purchasing decision.

Solution

- METHOD started with a detailed audit and analysis of current services, contracts and spends.
- METHOD solicited and reviewed bids, headed contract negotiations and guided the client to an informed decision.
- METHOD managed the delivery of the new services and provided aftercare support to assure accurate billing and inventory going forward.
- METHOD facilitated increased support and level of service from the new vendor, including a quarterly pricing review to ensure ongoing cost control.

Benefits

- METHOD delivered measurable and verified savings of 26% off the clients' total cellular spend while providing improved coverage and customer service.
- METHOD's negotiations included a complete wireless technology refresh at no cost to the client and one time credits worth over \$200,000.
- METHOD was able to obtain unpublished pricing for the client.