

## CFO PARTNERS WITH AOS TO FIX OUT-OF-CONTROL CELLULAR EXPENSES

Chief Financial  
Officer

### CHALLENGE

One organization struggled with keeping their cellular spend in check. Even with numerous resources across the company invested in controlling and managing their fleet, expenses remained out of control. They tried all sorts of tactics and strategies, but nothing worked. The expenses were like a roller coaster with no reliable way of forecasting or reducing this annualized spend of \$456,000. The CFO recognized that this expense equaled 12 FTEs and had to be addressed immediately.

### SOLUTION

AOS Mobile Technologies, a leader in process automation and management services, conducted an assessment to identify the gaps that needed to be closed. Once identified, AOS was able to provide the solutions needed to rein in the out-of-control expenses. They began by providing awareness and education for all employees. Developing the KPIs in order to measure progress was also key. The information required by all stakeholders was outlined and distributed each month so P&L owners could be held accountable with clear visibility. With an easy-to-read dashboard, the CFO had quick and easy access to the monthly KPI report for overall performance improvement.

### RESULTS

The employees clearly saw and understood the costs associated with their devices and were able to make the necessary changes to reduce expenses. Department managers have the information they need to ensure usage and expenses are not being abused, reducing departmental costs. Plans and features known as Contract Optimization are managed each day to reduce waste and maximize the company's T&Cs that the CFO didn't even know existed. This too saved the organization thousands of dollars each month. The solution also came with clear performance metrics, so everything is visible with no surprise expenses or creep.

With a wealth of mobility knowledge and experience, the AOS team was able to help the company rein in their out-of-control mobility spend and proactively streamline their processes. AOS is also responsible for managing and deploying Cisco Meraki MDM for data security. AOS delivered savings over and above their fees for a true win-win.

**Discover how AOS can help you control costs in your mobility workflows with a no-charge**

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