



AOS TEM DELIVERS ON EXPECTATIONS AND THEN SOME

CHALLENGE

Almost nothing is worse than paying for a service to help you streamline your processes, only to end up doing even more work when the service doesn't deliver on expectations. That is where one energy sector organization found themselves when it came to their Telecom Expense Management (TEM) provider. Responsible for a fleet of almost 300 phones, the energy company was struggling to decipher confusing reports that lacked clarity and the detail they needed. Wasting hours trying to understand reports and then trying to make them more comprehensive for everyone else to understand was costing the company way more than it was saving. The company was looking for a partner what could help them optimize their TEM so they could stop wasting resources that could be better spend on innovation.

SOLUTION

The energy company knew that their current TEM couldn't be as good as it gets, so they reached out to their IT contacts to find out what options were out there that could support their needs. Hands down their contacts steered them toward AOS Mobile Technologies. With a reputation of delivering as promised on everything they do, AOS met with energy sector organization's leaders to discuss their current gaps and potential options to implementing a TEM they could trust. As trusted advisor, AOS also provided a proof-of-concept that clearly illustrated the terms, features, plans and deliverable expectations of the solution. For added peace of mind, they implemented Cisco Meraki mobile device management (MDM) to round out the security for each device and the data on all of those devices.

RESULTS

AOS was able to set up and onboarded the company's entire fleet in less than 5 days. Within 20 days of reaching out to AOS, the company was on a better path to savings and efficiency, utilizing AOS fully managed services.

AOS's TEM solution was able to quickly find incorrect billing errors, contract terms, features and plans that the previous TEM had overbilled for an entire year. With extensive expertise in all industry-leading mobility technologies and carriers throughout North America, AOS was able to provide fully managed services, that include not only all the reporting, but managing it as well. Instead of wasting hours and dollars trying to make their TEM solution work for them, the company can drive business forward with a ready-to-go solution from a partner that is committed to their business success.

Without having to worry about the corporate, employee and customer data on their fleet of mobile devices, thanks to Cisco Meraki MDM, the company could confidently deliver the highest level of mobility without being compromised by loss, theft or malware.

See for yourself what AOS can do for your business by taking advantage of our no-charge baseline assessment.

Send an email to louis.gagnon@aosgroup.ca or call direct at 905.572.5579 to schedule your assessment today.