

CASE STUDY

REVISED & UPDATED JANUARY 2015



*[ju vo \ju vō\ verb [Latin]: to
help, aid, assist]*

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CASE STUDY

STATE GOVERNMENT AGENCY



CLIENT

State agency with approximately 800 mobile devices utilizing two different carriers across multiple locations

While a state agency, personnel were often out of state on official business, complicating compliance and cost issues while making accountability a marked problem.

International usage was also an issue for this client, with both short term and long term overseas engagements that provided unique challenges for their IT support staff.

OBJECTIVE

To cut costs while increasing visibility (usage, trends, and policy compliance), while allowing the end user experience to remain unaffected

SOLUTION

Monthly identification of zero usage devices

Monthly rate plan optimization to ensure pool plan maximization

Introduction of international roaming solutions through dedicated international SIM cards and international specific devices

RESULTS

31% gross savings and a 25% net savings after Juvo fees

Over 100 devices identified as true non-usage and were subsequently disconnected in the first 2 months of the service engagement

Cost center and allocation provided by Juvo rather than by agency's AP department

Increased visibility into mobile inventory

End user re-imbursements for non-business related overages

STATEMENT OF CONFIDENTIALITY

Saving money is nice. Streamlining processes means good things are happening within the walls of the organization. Despite the positive connotation that "saving and streamlining" have, we at Juvo are cognizant of the fact that not every organization wants to go around yelling at the top of their lungs, "hey everybody, we were overspending by about 25% on our telecom bill, and until Juvo stepped in, we just simply took it on the chin." With this in mind, we don't typically ask our clients to let us use their name in case studies that we make public.

Should you want to learn more of about the outcomes described within this document, please don't hesitate to reach out to us. This is a real, evolving case study from a current client, one of whom has been a Juvo (previously Cynergy) client for several years.

Lastly, please note that every situation is different. Juvo's ability to save money for clients depends on many factors. For example, if an organization just signed a 5 year agreement with ATT, it is going to be difficult to restructure that agreement so soon into its inception. In short, we love helping our clients save money, and remain focused on leveraging our people, processes, and proprietary platform to do just that.



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