

Decision to Cut Wireless Costs Upheld at National Law Firm

THE SITUATION

As one of the fastest growing law firms in the U.S. for the last five years running, the company and its employees highly value the benefits of mobility and the opportunity to stay connected with clients in real time. However, because of its vast network of attorneys and legal professionals, the company also felt the weight of costly wireless-related expenses on its bottom line. As part of its commitment to streamline processes and eliminate waste without compromising productivity, the company determined it needed to find a better solution for managing mobile devices and associated wireless plans. That's when TechOrchard stepped in to assess the situation and determine a plan for moving forward.

FACTS

Company: Large national law firm with multiple office locations across the U.S.

Assets: 1,032 employee devices plus mobile Wi-Fi hotspots

Wireless Carriers: AT&T, Verizon and Sprint

Total Monthly Bill: Approximately \$102,000/month, or \$99.20 per employee/month

GOALS

1. Reduce overall cost of data without limiting data usage.
2. Identify overages on a monthly basis.
3. Simplify and streamline the management of data plans.
4. Allocate cost per office location and department.
5. Evaluate each wireless carrier cost and data usage to negotiate better rates.

THE SOLUTION

First, TechOrchard worked with the company's IT team to perform a wireless expense analysis based on the most recent three months of wireless data usage from all carriers. With the information gathered, they began to optimize the data usage on a monthly basis by using group pools and all available carrier plans to allocate users across pooling. TechOrchard also integrated employee location data to

properly identify cost centers. Finally, the wireless expense management solution allowed the law firm to access one web portal to manage all wireless carrier invoices, changes and upgrades with ease.

RESULTS

1. The company reduced its monthly wireless expenses by approximately \$22.87 per device. This equates to a **net annual savings of more than \$240,000.**
2. The company significantly decreased the administrative time and resources required to process its monthly wireless analysis and invoices. This equates to **roughly 50-60 worker hours saved per month.**
3. The company benefitted from improved reporting of exceptions, data usage and alerts.
4. The improved accuracy of cost allocation per business unit made the organization as a whole more efficient.
5. The company could produce more accurate comparative data for ongoing negotiations with its wireless carriers.

Now, the company has no problem keeping up with the technological demands of wireless telecom in a more efficient way. The law firm can remain true to its mission of building strong relationships and a deep understanding of its clients' complex challenges without suffering from out-of-control wireless costs.



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