



Mobility Management and Cost Reduction with MaaS

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The Growth of Mobility

We live in a mobile world. Mobile devices have become ubiquitous. In fact, more than 178 million people in the U.S. own a smartphone. That number represents 73.6% market penetration.¹

Just over 84% of surveyed mobile decision makers planned to spend more money in 2014 on mobile applications that drive effectiveness, reduce costs, improve employee productivity, and enhance customer satisfaction.²

Moreover, nearly 82% of surveyed service organizations in one study identified mobility as a strategic initiative for their operation in 2015 and beyond.³

80% of Businesses Will Overspend on their Wireless Services

One of the world's leading information technology research and advisory companies made a bold prediction in 2009. It said that 80% of businesses will overspend on their wireless services by an average of 15% through 2014.⁴

As it turns out, their prediction was conservative. Businesses in all sectors tend to overspend on wireless services by as much as 20%.

The reason for this overspending is that the majority of companies do not adequately manage their mobile costs due to rising data usage and over 50 other factors impacting the wireless costs.

CIOs are struggling with the challenge of keeping the balance between mobile innovations, usage patterns, and inherent cost of wireless operations.

¹ comScore, comScore Reports November 2014 U.S. Smartphone Subscriber Market Share, January 8, 2015.

² Profitable Channels, Five Mobility Sales Program Challenges for 2014, January 2014.

³ Aberdeen Group, Service Mobility: The Right Technology for the Tech, August 2014.

⁴ Gartner, Gartner Says 80 Percent of Enterprises Will Overspend on Their Wireless Service Costs through 2014, July 22, 2009.

The Importance of MaaS

Mobility-as-a-Service goes beyond software tools to help you organize your workforce. If you are using software to manage your wireless services, you are missing out on money-savings opportunities.

It's time to move beyond software. You need a MaaS provider that offers a hand-on solution to your problems. Unlike just software, the right provider uses real people to manage costs, users, wireless lines, and devices. They provide wrap-around support to resolve tickets and keep your mobile devices working smoothly in order to minimize employee downtime.

You'll find that the right MaaS provider delivers continuous analysis of your current usage and charges, in order to not only provide the hands-on technical assistance, but to continuously save you money through Wireless Expense Management. Taking responsibility for realizing the savings.

Additionally, you'll have the benefit of certified in-house experts to manage your users, costs, wireless lines, and devices. Your provider handles all of the legwork and implements seamlessly into your current environment.

Mobile Help Desk

You deserve support anytime, anywhere.

One of the most important services your MaaS provider must offer is in-house support for all tiers of mobile troubleshooting. Instead of having to talk to random support personnel, you need to work with an American-based team who are familiar with your specific needs and has solved every mobility issue under the sun.

Through your mobile help desk, you can receive assistance with issues related to changing or adding plans, device procurement and provisioning, replacements, new employee set-up, international travel, password resets, administrative changes, carrier communication, and much more. A complete management of the entire lifecycle.

No Out of Pocket Expenses

When you work with a MaaS provider that offers a contingency-based fee structure, all of your managed services and help desk function are hassle-

free, risk free, and net-cost-free. The right provider will find their fees well within the generated savings making sure you have no out-of-pocket expenses.

The CIO as Mobility Cost Manager

CIOs have the ultimate responsibility for technology policy and related matters.

Consequently, Wireless Expense Management (WEM) must become one of your top priorities in your effort to control costs while maintaining an efficient communications infrastructure.

Every day that you don't take proactive steps to manage mobility costs, your organization is missing opportunities to save money. Just think of what even \$10 monthly savings per wireless line would look like annually for your IT budget.

A recent cross-industry survey found that companies that follow telecom expense management best practices could experience sustained savings of up to 20%.⁵

Selecting an Effective MasS Partner

Mobility-as-a-Service means total control over devices and user patterns while reducing costs by adopting standards and procedures for effectively managing your wireless services and expenses.

To uncover the most savings on an ongoing basis, it is important to partner with an experienced mobility management provider that offers a full range of proven services, including Enterprise Mobility Management, Wireless Expense Management, help desk, reporting, Mobile Device and Application Management.

Moreover, all of the services you receive should not be an out-of-pocket expense for your organization. A qualified provider will find its fees well within the produced actual savings margins and bill only after you realize the returns—effectively producing instant ROI.

⁵ IBM, Insights into Enterprise Telecom Expense Management: Trends and Best Practices, 2014.

IntrateM is Your MaaS Provider

IntrateM is a hands-on solution to your mobility problems. Move beyond another software tool and win.

We proactively optimize your wireless accounts to save an average of 25% per month without changing carriers or extending contracts. To make sure you stay ahead of the support ticket pile, we provide a full-service mobility helpdesk. Achieving complete transparency through reporting, EMM, and MDM.

To start, schedule your complimentary consultation now by calling 1-800-261-6977.

The IntrateM Guarantee:

Either we produce tangible savings, or you pay us nothing.

About IntrateM

We are not just another software solution. We are a team of hands-on professionals with tens of thousands of lines under management and more than a decade of industry knowledge and experience. Our solutions help save companies an average of 25% off wireless costs.

Since our inception in 2004, we have recognized the remarkable impact mobile devices have on business. Our primary objective is to facilitate a stress-free and cost-effective mobile business environment for all our clients.

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