

ACHIEVING RESULTS FOR OUR CLIENTS

Lowry and Advantix Help Machine and Equipment Distributor Streamline Mobility Management and Save \$2.5 Million

Client Profile



Industry: Industrial Distribution



Locations: 60



Mobile Devices: 1,500

Situation



Internally managing multiple carriers, services and features was difficult and labor-intensive



Company stakeholders sought to lower overall costs of enterprise mobility program



IT and finance departments wanted to consolidate providers and streamline processes



Management needed help with analyzing RFP responses from various service providers

Solution

Lowry and Advantix performed an analysis of the organization's wireless program to identify the best provider candidates and solutions. After determining the best available option, their experts negotiated the most cost-effective solution and managed the transition to a new service provider while minimizing cancellation fees and overseeing the rollout of new devices across all locations nationwide.

Results

- Deployed a dedicated help desk solution so employees had immediate support from mobility experts
- Obtained service credits that offset early termination fees associated with moving to the new provider
- Provided free or discounted mobile phones for the company's entire organization
- Saved over \$400,000 in the first year and \$2,500,000 since implementation