

Case Study: Airline Implements Critical Wireless Backup Program to Support Zero-Use Devices

Leveraging Advantage® partner solutions to manage the mobility of a distributed workforce and optimize cost savings.

\$440K

Historic Cumulative Savings

3,700+

Mobile Devices

\$24K

Monthly Savings

CHALLENGES

In order to meet the needs of their disaster recovery plans, the airline maintains thousands of “zero-use” smartphones and tablets for emergency situations. The primary goal of the project was to simplify the management of these devices across the airline’s numerous nationwide locations while simultaneously reducing network costs.

SERVICES

Our teams deftly negotiated carrier contracts to secure best-in-class partner solutions that reinforced the reliability of the airline’s mobile device network. We also curated a custom cost allocation file to properly adjust expenses across various locations to maximize usage and minimize total spend.



Enterprise Mobility



Cost Savings



Vendor Management

OUTCOMES

1

Managed Mobility Services

Advantage® expertly sourced and installed right-sized solutions to bolster the airline’s 3,700+ mobile device network with a resilient wireless backup program.

2

Expense Optimization

By utilizing a customized cost allocation file and tailor-made mobile device management plan, we secured over \$440,000 in cost savings for the airline.

3

Contract Negotiation

In addition to optimizing current contracts, Advantage® continues to administer all ongoing MACDs, incidents, invoices, contracts, and expenses.



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