

CELLULAR OPTIMIZATION CASE STUDY

How MBI and ComTec Significantly Reduced DelDOT's Annual Cellular Spend by \$373,000



AT A GLANCE



39%

savings on annual cellular spend



\$372,866

annual savings



2,743

cellular devices on contract



"The primary incentive in this model is driven entirely from cost savings, and we have experienced tremendous value. MBI/ComTec are experts in managing cellular plans and associated usage to maximize savings without any compromise in coverage or service."

Todd Reavis

Division Director, Technology and Innovation, Delaware Dept. of Transportation

CHALLENGE

Delaware's Department of Transportation (DelDOT) faced significant financial challenges due to creeping costs associated with their negotiated statewide agreement with one of the major cellular carriers. With ~2,050 employees and 2,743 devices (including buses, traffic lights, etc.), they were spending a whopping \$952,949 annually on their cellular agreement. They wanted to find a way to reduce expenses line-by-line without sacrificing quality or service.

SOLUTION

With this common financial challenge in the cellular and data industry, they were introduced to ComTec by MBI, a partner firm, and Mike Dalia, president of ComTec Consulting.

ComTec quickly analyzed the Department's existing contract to identify opportunities to reduce costs without compromising service quality. Within two weeks, the ComTec team completed the analysis and presented a plan that would save the Department a massive 39% of their annual cellular expenditure; a net annual savings of \$372,866.

The savings were accomplished with no change to carriers or contract terms, and no new equipment was needed. Instead, using proprietary technology and its 20+ years of industry knowledge, ComTec replaced rate plans the carrier had assigned to the Department with lower cost plans that were unknown to the Department or their carrier representative.

Cost savings were implemented quickly. For ease of transition, the reduction in costs became effective in their next billing cycle.

IMPLEMENTATION

The entire process, including realization of savings, was completed within 30 days of engagement with ComTec. There were no negotiations required with the carrier and no downtime or disruptions to Department operations.

RESULT

DelDOT invested only four hours of their time - one hour to provide invoices, one hour to analyze documents, and the remaining time to read through and approve the plan.

ComTec provided all of the heavy lifting for the analysis, and the result was significant savings that exceeded expectations with little time required of DelDOT personnel. DelDOT was able to retain their existing carrier, and there were no changes to their existing agreement.