

Driving Down Costs for Mobile Workforce



How a Medical Technology Firm Enabled its Mobile Workforce

In 2013, a Fortune 500 medical technology firm with more than 20,000 employees realized it could benefit from adopting a mobile-first strategy, as many of its employees worked in the field and relied on their devices to generate revenue. Much of the strategy, therefore, included embracing the consumer-driven Bring Your Own Device (BYOD) movement.

BYOD, the firm realized, would allow employees to use familiar devices and systems and limit the financial commitment of a large corporate-liable program.

Many Moving Parts Under One BYOD Program

Because the company had grown through acquisition (in one year alone, it acquired four separate companies), its telecom environment was not streamlined. Disparities existed in reimbursement levels and devices to liability and mobile policies. The company wanted a more efficient process and cohesive experience, so it engaged Cass—a service provider it had grown to trust for providing freight payment services—to help manage its telecom environment, including its BYOD program.

Eliminating Payroll Stipends & Expense Reports

Cass helped the company design a BYOD program that would satisfy both employee and employer, including accounting for its considerable number of global travelers. Integral to the program is the Direct2Carrier Payment™ solution that directly credits the employees' wireless bills with a predetermined reimbursement amount—regardless of carrier.

Realizing Consistent Growth & Savings

The company, in three years, has more than doubled its BYOD users. And, in that same time, Cass has helped the company avoid nearly \$2 million in costs, which amounts to a 500% return on investment. Employees are efficient and able to use their own devices; reimbursements are automated, and efficiency is up. Now everyone's happy.



Key Stats

20,000 employees

6,000 devices  5X ROI

\$2 MILLION
cost savings

Key Services

SOLUTION: CASS TEM & BYOD Telecom Expense Management & Bring Your Own Device

- Invoice Processing & Payment
- Auditing & Dispute Management
- BYOD Reimbursement
- Sourcing & Provisioning