

# Rich Products Corporation Reduces Annual Mobile Spend by More Than 16%

Tangoe's Managed Mobility Services deliver substantial cost savings.



## The Challenge

Rich Products Corporation is one of the world's largest family-owned food companies and a leading global supplier to the food service, in- store bakery, retail, and industrial marketplaces. With 11,000 employees across the globe, Rich Products has an extensive mobile workforce and approximately 2,600 devices under management.

The number of personal devices used within Rich Products was growing rapidly. Leadership and IT management had little visibility into the expense management of these assets and was being hit with unforeseen costs. Due to the increasing complexity of mobility, they recognized that they needed a partner capable of handling not only current needs and processes efficiently and effectively, but one that could also scale as the company continued to expand.

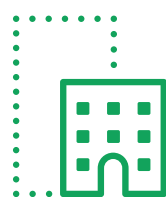
**16%**  
reduction

in annual spend



## The Solution

Rich Products leveraged Gartner as its guide for selecting a vendor when it came to Managed Mobility Services (MMS). A Tangoe team was assigned to drill down into the hierarchy of associates, billing structures, payment models, procurement methods, and all other operational processes that would need to be transitioned. Following a comprehensive assessment, Tangoe integrated all Rich Products' data and assets onto its systems and platforms within three months. Rich Products' managers characterized it as a smooth, efficient process performed with due diligence. Tangoe provided them with a phased approach that could be adapted over time and to ensure a smooth transformation without rework.



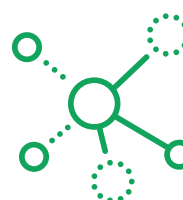
### Tactical Reviews

Monthly optimization reports



### Cost Savings

Automated price negotiations & charge disputes



### Proactive Partnership

Consistent improvement of business processes

## The Outcome

For years, Rich Products has relied upon Tangoe to manage its mobility program that currently supports 2,600 devices. Rich Products currently utilizes Tangoe's Managed Mobility Services (MMS) to handle all asset needs including:

- Device procurement and lifecycle management
- Device setup and activation
- Application and content management
- Expense management
- Device security and permissioning
- Ongoing management and support
- IT help desk

Tangoe provides Rich Products with a tactical review each month to monitor progress and assess proactive or reactive program changes. Through rolling reports, Rich Products reviews its costs and is advised by Tangoe on how to optimize savings, which has reduced annual mobility spend by more than 16% over the last four years.

## About Tangoe

Tangoe is the leading technology expense and asset management solution. Tangoe seamlessly integrates with hundreds of providers globally to deliver automated processes, reporting and insights that simplify, manage and optimize expense and inventory management for enterprises of all sizes and scales.

