



## CASE STUDY

# One New Contract for Mobile

A French electrical supplies company consolidates mobile services and doubles their expected savings.



### Opportunity

Large technology contract negotiations are complicated, but handled well they can be an opportunity for transformation and growth. Our French electrical supplies distributor was dissatisfied with its mobile provider's services and wanted a new, single mobile voice and data contract.



### Imagining IT Differently

ISG set contract negotiation targets, drafted the Request for Proposal and negotiated a new contract with one provider for all the client's business entities in France, including 2,000 SIM cards and voice and data services.



### Future Made Possible

- State-of-the-art contract signed on time, in less than five months.
- Actual savings exceeding the 25% savings target.
- Internal adherence to the new provider choice.
- A single provider with a stronger offering.

Savings exceeded the **25% savings** target



imagine your future®