

# Medical Waste Company

How Eclipse worked with a large medical waste provider to inventory their environment leading to reduced spend

[www.eclipse-telecom.com](http://www.eclipse-telecom.com)



## Objectives

This client had grown via multiple acquisitions. This left them with disparate vendors and duplicate spend across their footprint. The client needed to inventory what they had, determine their go-forward standard, and optimize their spend.

## Solution

This engagement spanned two projects. The first focused on phone line consolidation. In this project, Eclipse helped migrate the client to a single vendor reducing their invoices from 400+ to one. Additionally, Eclipse identified and eliminated zero usage lines. These actions allowed the client to save \$500K annually.

The second project focused on mobile management and cost optimization. In this project, the client streamlined their workflow by migrating to ServiceNow, migrated to an external help desk for mobile devices and reduced annual spend by over \$920,000. Eclipse was able to support their migration to a new provider in 3 weeks ensuring a quick actualization of planned cost savings.

## Benefits



**\$1.4M** annual savings, a 40% decrease



**400** invoices eliminated



**0** disruptions in service



**100%** automation of mobile management tool

## At a Glance

### Challenges

- Growth through acquisition
- Too many invoices that were impossible to understand
- Cumbersome mobile management process

### Benefits

- Direct Cost Savings : \$1.4M
- Fully automated mobile management tool