

CASE STUDY / TRANSPORTATION / IOT MOBILITY MANAGEMENT

840 lines had never used a single byte.

How a transportation enterprise brought 9,028 Jasper-connected devices under one control layer, right-sized every data plan to actual usage, and recovered \$756,000 a year without a single SIM change.

SECTOR

Transportation

ESTATE

9,028 connected devices

PLATFORM

Cisco Jasper

SERVICE

Solve(X) managed mobility

Beyond Device Management. Complete Asset Optimization.

● **SOLVE(X) MANAGED MOBILITY**

SECTOR

Transportation, fleet and field operations

ESTATE

9,028 Jasper-connected devices

MONTHLY SPEND

\$139,000 before engagement

CARRIER

Unchanged, no SIM swaps

SERVICE

Solve(X) managed mobility

TIME TO IMPACT

First billing cycle

REALIZED OUTCOMES

\$756K

Annual spend recovered through sustained optimization

840

Inactive lines identified and terminated

9,028

Devices audited and moved to usage-aligned plans

The fleet was running. The spend was not managed.

This transportation company ran one of the largest Jasper-connected fleets in its sector, supporting an always-on operation across routes, vehicles, and field teams.

From the outside the program looked functional. Devices were active, invoices arrived, and operations continued without interruption. Inside the environment, \$63,000 a month was leaving through misaligned data plans, inactive lines, and carrier spend with no optimization layer over it.

Plans had been set years earlier and never revisited. Invoices were paid without analysis. What looked operationally stable had become financially inefficient underneath.

THE STRUCTURAL FAILURE

There was no management layer between the organization and its carriers, so there was no mechanism to detect waste, enforce optimization, or act on what the data was already showing.

Invoices arrived, and were paid.

More than 9,000 managed devices, and no unified view of what any of them cost. The company had no carrier leverage, because it lacked the data and tooling to challenge an invoice, negotiate, or optimize.

01 No visibility into spend

Carrier invoices were paid without audit or analysis. Nobody could say what the fleet was costing, or why, without weeks of manual reconciliation.

02 Data plans misaligned to actual usage

Virtually the entire fleet sat on plans set years earlier and never revisited, which meant paying every month for data that was never consumed.

03 Zero-usage lines billing indefinitely

840 lines had not consumed a single byte of data and were still generating full monthly charges, with no alert and no owner responsible for catching them.

\$139,000 IN MONTHLY JASPER SPEND

\$76,000

Spend supporting the operation

Connectivity the fleet actually used and needed.

\$63,000

Recoverable waste

45% of the monthly bill, hidden inside an environment that looked stable.

“We had over nine thousand devices and no real understanding of what we were paying for. Plans were set years ago and never revisited. Lines were active on devices no one was using.”

IT DIRECTOR · TRANSPORTATION ENTERPRISE

A control layer between the fleet and the carrier.

The first step was integration, not disruption. Carrier accounts and billing data were connected with no SIM changes, no carrier swaps, and no operational downtime, then every one of the 9,028 devices was audited against its actual usage.

THE OPERATING MODEL

STEP 01

Connect

Carrier accounts and billing data unified in one layer

STEP 02

Audit

Every device, line, and plan checked against real usage

STEP 03

Act

Plans realigned and dead lines cut before the next invoice

STEP 04

Optimize

Continuous monitoring and executive reporting

WHAT WENT LIVE

01

Real-time spend visibility

Every device, line, and data plan unified in a single dashboard, giving IT leadership on-demand clarity into exactly what was being spent and why.

02

Automated data optimization

Each device continuously matched to the right plan based on actual usage, so overpayment is eliminated automatically every billing cycle rather than caught after the fact.

03

Zero-usage line termination

Inactive devices flagged immediately and billing stopped before the next invoice arrived. No sunk cost left unaddressed.

04

Carrier account integration

Carrier data, billing records, and device status unified through a single integration layer. One source of truth, no silos, no manual reconciliation.

WHAT DID NOT CHANGE

The SIMs

No SIM changes across 9,028 devices. Nothing was physically touched.

The carrier

No carrier swap and no renegotiation required to start recovering spend.

The operation

Zero downtime. Routes, vehicles, and field teams ran throughout.

Corrected in the first billing cycle.

\$756K

Annual spend recovered through sustained optimization

840

Inactive lines identified and terminated in month one

9,028

Devices audited and moved to usage-aligned plans

BEFORE AND AFTER

BEFORE SOLVE(X)	AFTER SOLVE(X)
\$139,000 a month with no visibility into where it went	\$63,000 in monthly savings confirmed in the first billing cycle
840 inactive devices generating charges month after month	Zero-usage lines identified and terminated, billing stopped
9,000 devices on misaligned plans, overpaying systemically	Every device matched to a right-sized, usage-aligned plan
No mechanism to audit, challenge, or optimize carrier billing	Full visibility across every device, line, and dollar, live

Solve(X) identified \$63,000 in recoverable spend and implemented the changes within the same month the engagement was signed. Immediate, measurable return, not a projection.

GOEXCEED · SOLVE(X) MANAGED MOBILITY

Find out what your own fleet data shows.

A full audit of your connected estate, with recoverable spend itemized by cause and zero-usage lines identified before the next invoice.

Request a mobility assessment

ABOUT GOEXCEED

GoExceed helps enterprises govern mobility across carrier spend, devices, support, and lifecycle operations, backed by a 1.4 million device benchmark and a 98% client retention rate across all accounts.