



Wireless Contract Negotiations

Background

The Client sought to negotiate lower wireless telephone rates for its employees by reviewing existing wireless telephone contracts and evaluating new providers. A previous effort had stalled and JVKellyGroup was called upon to restart and rapidly bring to closure a process that had taken the Client almost a full year.

Challenge

The Client already had aggressive discount rates from previous negotiation discussions, and driving these lower would be difficult. Another challenge was that the Client was also negotiating on behalf of its employees without assuming corporate liability guarantees. The Client also sought to balance its desire to give its employees a choice of wireless plans, while keeping vendor consolidation an option to drive lower rates.

Response

JVKellyGroup worked with the Client to develop a negotiation strategy, emphasizing key negotiation points, targets and fallback options. Each vendor was then invited in to make a presentation to a joint JVKellyGroup/Client team. The ensuing conversations and negotiations allowed the Client to obtain significant concessions from each vendor on plan rates and terms. To ensure that the concessions were maximized across the Client's employee population, JVKellyGroup worked with the Client's internal communications team to develop an internal marketing and communications strategy.

Result

JVKellyGroup helped the Client identify and capture savings of over \$1 million, while remaining sensitive to the Client's desire to maintain choice, limited corporate liability, and low cost.

Industry:
Professional Services

Spend:
\$15M

Result:
12% savings

Timing:
30 days