

Success Stories

Greater business impact and optimization, aligned strategies, improved vendor performance and minimized risk from a sustainable TEM solution

Background

Founded in 1933 and Headquartered in Nordborg, Denmark, Danfoss engineers the technologies that enable the world of tomorrow to do more with less. Danfoss meets the growing need for infrastructure, food supply, energy efficiency and climate-friendly solutions.

Danfoss looked to proactively address challenges in managing an increasingly complex and constantly evolving enterprise technology environment. Their business relies heavily on cutting edge mobile device technology to deliver expert services to their clients around the globe. They needed a partner with a deep knowledge of the industry to assist with day-to-day management and keep pace with the market while centralizing visibility to ensure that costs were optimized and managed appropriately.

Challenges

Danfoss had an annual global telecom spend of more than €17 million with limited transparency and control into mobile inventory and spending. As part of their digital journey, they required visibility into all of their increasing number of telecommunication access points to ensure costs didn't spiral out of control.

Danfoss had minimal success with previous TEM providers due to limited expertise and technology capabilities. This time, they demanded a sustainable solution that positioned telecommunications as a strategic asset and bring the following benefits:

- Greater business impact for more aligned strategies
- Improved vendor performance
- Minimized risk
- Control through optimization

Technology Environment

52

Countries

100

Locations

60+

Vendors

15K

Devices

10K

Users

€17M+

Spend

What We Heard

We chose Calero-MDSL because they successfully demonstrated to us their extensive knowledge of Global telecom providers, contracts and billing. They go the 'extra mile' for their customers and the customer is always first.

- Patrick O'Brien, Head of Telecoms Centre of Excellence, Danfoss

Solution

Danfoss selected Calero-MDSL as their partner to develop a strategic approach to telecom expense management and achieve four major deliverables on a global scale.

- Usage management
- Expense management
- Operation and strategic procurement
- Global transparency

Results

By centralizing inventory and expense data in a single platform, Danfoss leveraged insights to improve external telecom relationships and cost visibility to the highest levels within the organization. They found a great deal of value in Calero-MDSL's optimization expertise (one-time and ongoing) and because of these results, Danfoss were able to create a Telecoms Center of Excellence (CoE) to ensure constant innovation and excellence. Specifically, they were able to achieve:

- Live TEM environments in 50 countries across the globe
- Ongoing optimization savings of more than €2.8 million
- Substantial savings leveraging Calero-MDSL's sourcing expertise
- Leverage a sustainable solution to create a worldwide center of excellence for technology expense management

Calero-MDSL: By the Numbers

\$22B+ Annual technology spend under management

3000+ Clients with the largest, most complex global technology environments

100+ Countries deployed

3M+ Mobile devices

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