

## Success Stories

### Background

Founded back in 1775, the US Navy is centered around its goals to recruit, train, equip, and organize to deliver combat ready Naval forces to win conflicts and wars while maintaining security and deterrence through sustained forward presence.

### Challenges

The Navy required that a robust reporting solution be part of any carrier's mobility contract going forward. The reporting solution would need to provide insight into escalating mobile communication costs. AT&T partnered with Calero-MDSL to develop the custom mobile reporting capabilities necessary to meet the Navy's usage reporting requirements.

### Solution

Calero-MDSL developed a custom wireless reporting solution that provides granular usage information that is fed into a software platform that automatically populates the custom reports required by the US Navy to include a 20 point analysis.

During an initial demonstration of the system, AT&T ran Navy data through the reporting module and exposed usage and spend data that the Navy was surprised to see. For example:

- More than \$121,000 of a \$136,000 invoice for usage by one Marine Corps unit was for international roaming charges. It was determined that the unit, regularly deployed around the world, did not have an international mobile plan.
- Reports identified tens of thousands of dollars in invoice charges for unused devices and for non-approved subscription services (movies, music, etc.).
- Four percent of the users on the invoice had charged charitable contributions to their accounts.

### Environment

Industry

**Military/Government**

Headquarters

Part of

The U.S. Pentagon  
Arlington Country, Virginia

U.S. Department of  
Defence

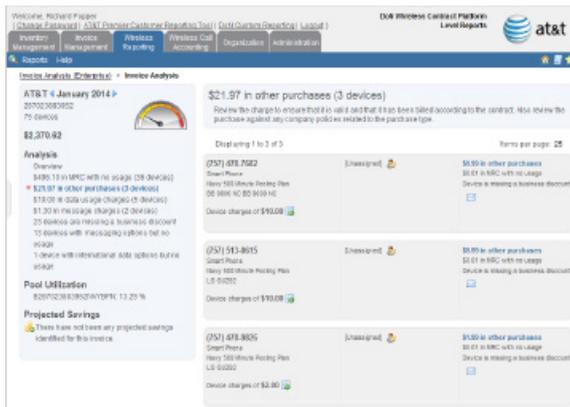
U.S. Navy's AT&T Usage Reporting  
Solution Powered by Calero-MDSL

## Results

Presented with these results, and the cost savings they represent, the Navy representative stated that “out of all the carriers providing reporting solutions to Navy specs, the AT&T/Calero-MDSL solution was the best.” Thousands of Navy/Marine Corps customers have switched to AT&T service to take advantage of the superior wireless reporting and improved mobile spending management it enables.

The AT&T Wireless Invoice Analysis module developed with Calero-MDSL software, shown below, checks every invoice for opportunities to save money and optimize mobile usage. Additional custom reports developed by AT&T/Calero-MDSL for the Navy include:

- Purchased plans per pool/line
- Rate plan
- Wireless usage
- Zero-use devices
- Trend analysis and optimization
- Equipment purchase
- Spend to date
- Task ordered purchased
- Orders by POP
- Order review
- Contract officers



## 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

# Success Stories