

▶ Turning Complex Cost Allocation into Control

With a North American Energy Company

The client owns and operates natural gas transportation pipelines, and natural gas storage facilities. It also sells natural gas to electric utilities and independent power plants.

The Situation

The client relied on three separate platforms to manage telecom and mobility expenses, with limited analytics and poor support from their provider. Seeking efficiency and better insight, they turned to a trusted partner who could deliver a single, unified platform for all expense management needs.

- 1 22k+ mobile devices
- 2 Fractured telecom and mobility estate management systems
- 3 Lacking adequate customer support from provider

The Calero Solution

Gold-Standard Support for Telecom and Mobility Expense Management

The client implemented Calero's unified Telecom and Mobility Expense Management platform with Managed Mobility Services, achieving full visibility, centralized control, and high-touch support. Their once-fragmented data is now consolidated, enabling informed business decisions backed by accurate reporting.

Today, the client efficiently manages over 22,000 mobile devices nationwide, supported by a scalable system built to handle growth with ease.

With Calero, the client now has a solution that:

- ✓ Provides a **single pane of glass view** for their entire telecom and mobility expense estate
- ✓ **Empowered governance decisions** based off unprecedented visibility and reporting
- ✓ Confidence in program support through a **white-glove customer support model**
- ✓ Automated invoice loading, processing, audit, and dispute processes that **eliminates manual swivel-chairing**

Spend Less Time Loading & More Time Optimizing

Operational Wins with Calero

- Identified **savings of over \$4.2M** since signature in 2016
- Loaded and processes on average **900 invoices per month**
- Confident management and optimization of **22.8k devices**
- A **70% increase in ROI** from 2024 to November 2025

Human Wins with Calero

- **Improved end-user experience** with a white-glove customer support model, giving the client assurance for future growth in expense management
- **Saved time from manual telecom and mobility procurement** with managed ordering, allowing employees to focus on strategic business initiatives

Recognized by Gartner®

Gartner

A More Secure Platform



EU GDPR
COMPLIANT



Three Things Every Executive Should Know

- 1 Visibility is power.** A unified platform is key to holistic estate management. Without it, waste thrives and costs spiral.
- 2 Customer support is paramount.** Ensuring customer needs and challenges are addressed and adequately aided is the difference between a provider and a strategic partnership.
- 3 Governance is an ongoing journey, not a one-time audit.** Ongoing visibility, trust in data, and actionable insights are recurring checkpoints in all companies.

► Take the first step in better decision making.

We don't just provide software, we provide a partnership that helps you tackle the hard stuff. The complexity. The fear. The "this can't be automated" moments. And we've proven it can be done for over 30 years.

Explore Our Solutions ►