



EmconIT Case Studies

Technology leader saves \$Millions on IT spend through Third Party Maintenance

Company Profile

A publicly held, Fortune 500 technology company delivering powerful, next – gen solutions for mobile computing and other connected platforms

Business Situation

Our client needed support on some of their older equipment, which was a great issue. The prior administration had let the support lapse and they were still using some of the OEMs to support the equipment. It was at a very high cost and the OEMs did not want to support it going forward . After talking to numerous vendors, they chose EmconIT in order to support all their maintenance needs under one POC.

EmconIT Solution

- ✓ Provided cost savings of more than 60% over OEM pricing
- ✓ Became a SPOC (Single Point of Contact) reducing the complexity of multiple vendors
- ✓ Provided National coverage
- ✓ Presented customized solutions
- ✓ Stocked parts on-site (drastically reducing down time)
- ✓ Delivered competent end-of-life support enabling additional equipment to come off warranty

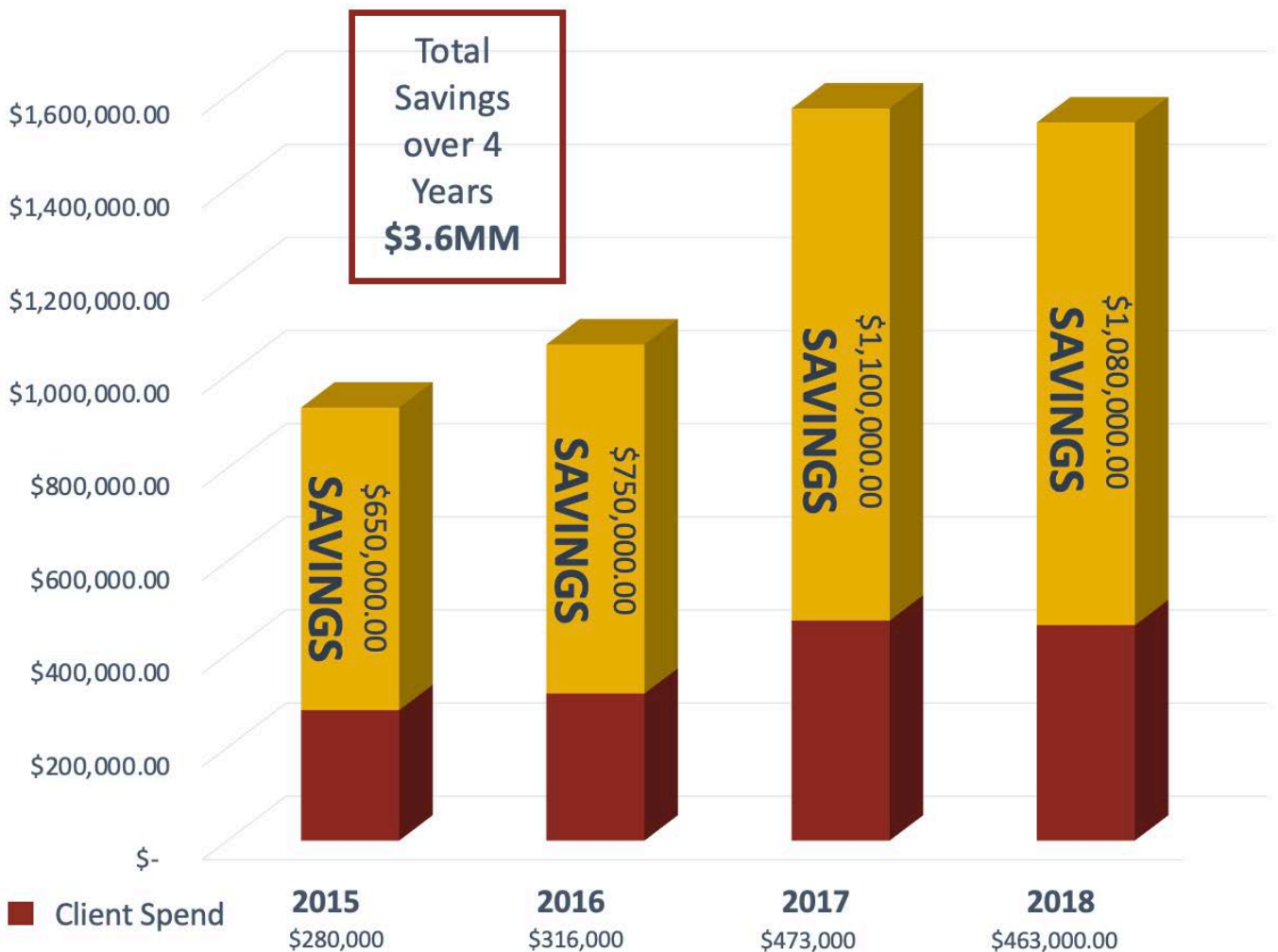
What our Client said

- ✓ **J.B** - "We chose EmconIT because they had the best price. As we got more experience with them we consolidated more business under EmconIT and found that their prices were always very competitive"
- ✓ **J.B** - "I can pick up the phone, give them a call - They know what we want, understand our business and that's what sets EmconIT apart. With our other vendors, I typically do not have one POC, and are not always available"

Over 90% of EmconIT's clients rate us a 9 out of 10 for service - 100% say they will recommend us!

Fortune 500 Technology leader actual Maintenance savings over OEM Pricing

Tech Client- Projected Savings



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