

Objective: reduce the cost of roaming by €10K/month

SNF FLOERGER

SNF Group: First manufacturer of polymers for water treatment, and recovery of petroleum based products and mine toxins.

→ Reduce the cost of international mobile calls...

SNF Group is composed of 750 people, including 30 project managers and sale people who travel all around the globe generating an average bill of €20K for mobile calls.

Despite extensive negotiations with operators this remained a significant overhead for the company.

Our sales team often travel to the Middle East or Asia for 1 to 2 weeks at a time. Their BlackBerry is the link with their offices. We cannot ask them to control their use.

→ ... without any constraint for the user

By installing the MobiQ application on the BlackBerry, every time that the user is travelling abroad, all calls are automatically dealt with by the *automatic callback* feature. This results in an immediate and drastic reduction in phone bills.

« Through their business activity, a small number of users will generate savings of €10 K a month thanks to this solution » says Bruno Roche – Telecom Director of SNF Group.

SNF Group is currently thinking about deploying this solution in their office based in Savannah - USA.



→ Infrastructure

- Q412-0G-2P on the main site
- Q412-0G-2P on the backup site
- BlackBerry Bold 9700, 9000 and Curve 8520



« **Objective: reduce the cost of roaming by €10 K/month!** »

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