



## CASE STUDY

# E78 Technology Expense Management Case Study: Global Mobility & Auto Rental Services Provider

**BEYOND TRADITIONAL TEM: TRANSFORMING IT SPEND WITH DATA-DRIVEN COST OPTIMIZATION**

## The Challenge & E78's Strategic Approach

A global leader in mobility and auto rental services faced rising IT costs, inefficient infrastructure, and limited visibility into telecom, network, and customer experience (CX) spend. Pressured to optimize costs, the company engaged E78's Technology Expense Management (TEM) practice to regain financial control and enhance operational efficiency. Within 30 days, E78 delivered results that outperformed traditional TEM models, validating the power of data-driven cost transformation over outdated software-led approaches.



## CLIENT CHALLENGES

**Escalating IT & Telecom Costs** Over \$2.5M in monthly spend across 1,350+ recurring accounts.

**Lack of Visibility & Control** No centralized inventory, disconnected contracts, unrestrained billing of unused, legacy assets, and unknown provider inefficiencies.

**Unoptimized Vendor Spend** Unused cash balances, billing discrepancies, and excessive fees.

**C-Level Cost Reduction Mandate** CFO & CIO sought immediate and long-term savings across all IT spend categories.

## E78'S DIFFERENTIATED APPROACH

E78 redefined TEM by delivering a hands-on, results-driven engagement that goes beyond standard software solutions:

### Full Inventory Validation & Historical Audit

Verified every asset, contract, and billing rate.

### Surgical Cost Removal

Optimized spend across Telecom, Network, CX, and Mobile.

### BI & Data Lake Resources

Provided real-time insights and spend control beyond traditional TEM platforms.

### Component-Driven Audit Model

Addressed contract rates, tax audits, fees, asset rationalization, and location cost normalization.

## RESULTS

& E78's proven process



7% IT & telecom spend reduction in 90 days



\$237K in monthly savings identified across 15 key areas



\$90K/month in additional projected savings via advisory & contract renegotiation



95% of vendor invoices transitioned and paid in <30 days



\$154K+ in unused vendor cash balances recovered



\$24K/month in late fees eliminated via enhanced AP process



## E78'S SIMPLE 3 STEP IT INVENTORY ASSESSMENT & AUDIT PROCESS

### Step 1: Inventory Validation

- Comprehensive audit of Telecom, Network, CX, Wireless, Cloud & SaaS spend
- Verification of contract rates, billing errors, tax compliance, and service categorization

### Step 2: Optimization & Cost Rationalization

- Benchmarking rates vs. market to uncover savings
- Technology evaluation to determine “fit-for-use” solutions
- Vendor cost assessments & carrier disputes

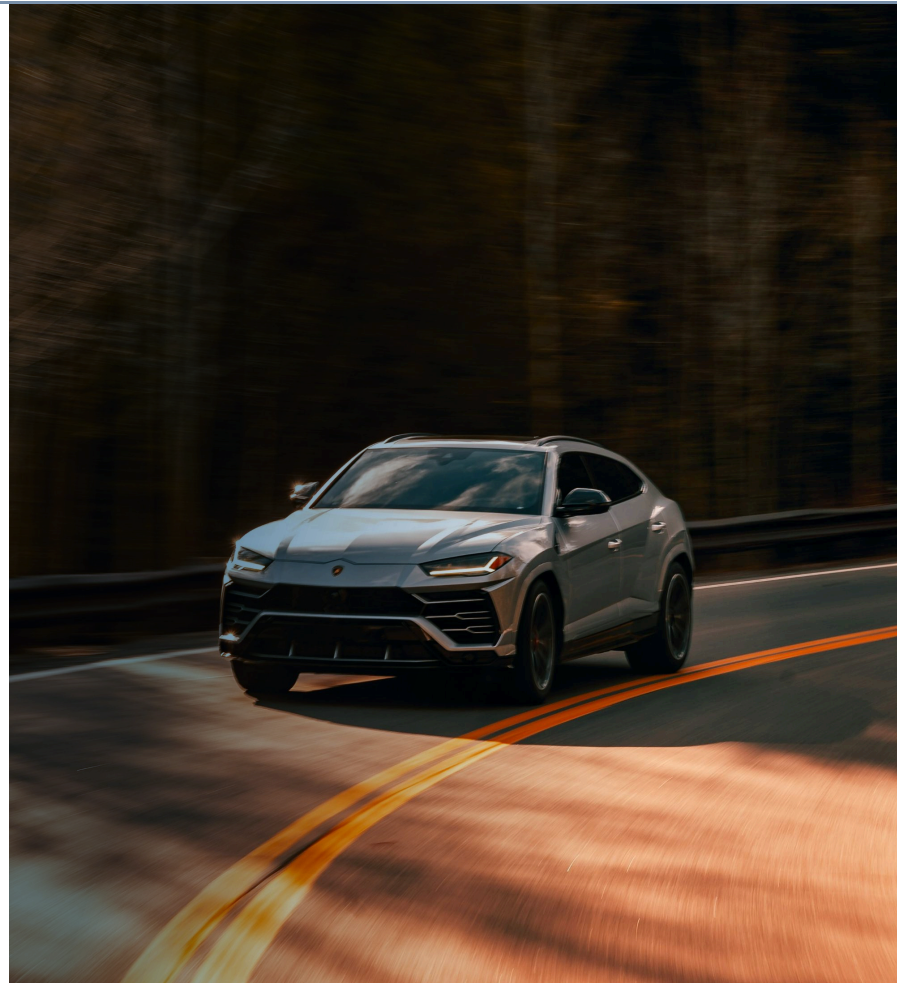
### Step 3: Spend Transformation

- Inventory Tracker & Spend Categorization for long-term governance
- Audit Findings Report & Savings Roadmap for executive decision-making
- Ongoing cost stewardship & optimization strategy



Are you ready to optimize your IT spend & take control of costs?

Visit [E78 Partners](#) to learn more.



### WHY CHOOSE E78?

Unlike traditional TEM providers, E78 delivers:


**Deep Cost Intelligence** – Real-time insights from E78's proprietary BI & Data Lake, not just TEM software.

**Hands-On Execution** – Vendor negotiation, contract audits, and process automation.

**Long-Term Value Creation** – Continuous spend oversight & optimization to sustain savings.


### ABOUT E78

E78 delivers advisory, talent, and managed services that address the critical finance, technology, and transformation challenges faced by investment managers, private equity sponsors, and corporate leaders across the middle market through Fortune 500 companies.

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