

# Quantify the Savings

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“MultiLine was a lifesaver.” Global Head of Enterprise Mobile

Mobilizing employees can be expensive. MultiLine can help you contain mobility costs by enabling or accelerating a shift to BYOD. If that’s part of your business case, be sure to consider these expenses when calculating your savings:

- Device purchase
- Device insurance
- Device provisioning
- Device replacement
- Service contract
- SIM contract
- Recording technology
- Maintenance and support

## Customer Savings With MultiLine

A global bank expects to avoid more than \$13 million in costs by using MultiLine to encourage BYOD adoption. The move eliminates the need to replace thousands of legacy corporate devices.

## Template to calculate savings

Download to use the sheet: [Calculating Savings with MultiLine.xlsx](#)

(<https://dyzz9obi78pm5.cloudfront.net/app/image/id/652702cc2c748f64af7f417c/n/calculating-savings-with-multiline.xlsx>)

a.	Number of corporate devices in your fleet	
b.	Number of devices that need to be replaced in the next 12-24 months	
	<b>Device Costs</b>	
c.	Cost to purchase device	
d.	Cost to provision device	
e.	Cost to insure device	
f.	Overhead costs per device (support, repair, maintenance, etc)	
g.	Total costs per device (c + d + e + f)	
	<b>Cost Avoidance for Devices</b>	
h.	Total costs per device x number of devices that need to be replaced (g x b)	
	<b>Service Costs</b>	
i.	Cost of mobile service per user per month	

j.	Cost of mobile recording per user month (if needed)	
k.	Total service costs per user per month (i + j)	
l.	Cost of MultiLine Service per user per month	
m.	Savings on service costs per user per month (k - l)	
	<b>Total Savings on Service Costs</b>	
n.	Savings on service cost per user per month x number of devices that need to be replaced (m x b)	
o.	Annual savings on service costs (12 x n)	

