

“Savincom goes out of way to get things done. Once a senior executive from the company was travelling abroad and the sim failed. Savincom ensured that a sim be delivered to them all the way to Copenhagen. Overall, we are very pleased to be working with a great team.”




- Eaton Vance's investment team

Eaton Vance's investment team




A global investment management firm

With offices in North America, Europe, Asia, Japan and Australia, Eaton Vance and its affiliates employ more than 300 investment professionals globally. The company started operations in London in 2001. Eaton Vance and its affiliates offer individuals and institutions a broad array of investment strategies and wealth management solutions.

The Challenge

-  With a lot of executives travelling overseas, the existing roaming plans meant a lot of extra cost to the company.
-  Eaton Vance's main issue was that they were consistently over spending on their mobile usage when direct with the mobile service provider.
-  The roaming charges on their mobile plans were very high for their 49 lines.




The Result

-  A customised roaming plan was introduced for the frequent overseas travellers of the company.
-  The Mobile Bills have been reduced by more than 42 % (21.92% without anomalies), while Savincom helped Eaton Vance to raise the number of lines from 43 to 57 lines.
-  Savincom ensure extremely quick and pleasant responses and supports to customer queries whenever and whatever the issues are.

 **42%** reduction resulted in Eaton Vance's Business Mobile Bills.

 Extremely quick and pleasant responses and supports to customer queries whenever and whatever the issues are.

The Journey

-  Via our 5-simple-steps program, we understood Eaton Vance's problems well and ensured that the plans the client was using best suited their needs.
-  By becoming their trusted advisor, whose mission was to simplify the billing and account management process for Eaton Vance, Savincom was able to help Eaton Vance navigate the difficulties of managing a complex account. We adjusted their plans accordingly with their needs for data roaming, by introducing shared data pools, we were able to help Eaton Vance cut down a substantial amount of current spending.
-  Effective account management, immediate and thorough support were what helped the client save a lot more on their mobile bills than before. We also customized roaming plans for company's frequent overseas travelers therefore reduced the extra cost considerably.

savincom
A Passion For Service

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