



California Saves Millions with Validas

Like many state governments across America, The State of California has been facing a well-publicized financial crisis and a burdensome deficit. In response, Pete Mastella, Procurement and Contracting Officer for California's Office of the State Chief Information Officer (OCIO), led a small but determined team to improve California's situation. They saw an opportunity to reduce the State's growing wireless expenses, without sacrificing services, by implementing an aggressive approach to Wireless Mobility Management (WMM) with Validas. For his work, Mr. Mastella has won the AOTMP's Enterprise TEM/WMM Professional of the Year Award, which honors an individual for achievements in driving results through TEM (telecom expense management) or WMM (wireless mobility management) programs. Pete Mastella's work in the WMM area, specifically with Validas, was highlighted in his nomination as a finalist and tells the story behind his success.

After a successful pilot program with Validas demonstrated that more than 25 percent savings and cost recovery was possible through highly automated, streamlined invoice auditing, rate plan "right-sizing," and contract enforcement, OCIO's WMM program was introduced to more than 60 state departments in June 2010. Even with positive results in hand, however, the OCIO team, led by Mr. Mastella, had to convince each and every department that its WMM process was beneficial, and not a threat to jobs, budgets or reputations.

Because of this team's initiatives, and Mr. Mastella's leadership, OCIO's WMM efforts, enabled with Validas' technology, were soon generating more than \$500,000.00 per month in savings, or 28 percent, across more than 50,000 wireless lines and 60 departments. That savings figure has since doubled to over \$1mm per month. OCIO's investment in Validas' process is generating a return of investment of more than 14:1. This technology-based approach makes the WMM process simple to execute and to analyze, enabling OCIO to make a significant contribution to deficit reduction every month to the benefit of California and its taxpayers.

About Validas

Mobility is everywhere and connectivity is a major—and growing—expense. Validas is the global leader in Mobile Intelligence. Our patented VERA platform transforms mobile billing data into actionable information in seconds, allowing every mobile user the ability to identify trends, compare patterns and change behavior. Open data. Better decisions. Smarter transparency. The Validas solution applies to all vertical ecosystems: enterprise, consumer and, uniquely, the carrier. VERA allows Mobile Operators to better serve clients, bringing new operating principles, thought leadership and advanced technology to the carrier-client relationship. Validas is privileged to currently serve one-third of the Fortune 500. For more information, visit <http://www.validas.com>.