



**ABOUT CASALE** – Founded in 1921 with HQ in Lugano, CASALE is an engineering company, global provider of integrated solutions for the production of fertilizers and chemicals.

**HIGH MOBILE COSTS** – Considering that many of the ~400 employees often travel to work on projects in a variety of countries worldwide, this generates high mobile costs due to roaming.

When not active on a given project, a person may not travel for several months. His mobile subscription in this case is oversized because it includes unnecessary roaming, thus generating unnecessary costs.

**PANDEMIC** – When the pandemic arrived, mobile costs dropped by ~40% as a consequence of travel restrictions.

Costs could be further reduced by adjusting the subscriptions, but it wasn't as simple as downgrading everyone's subscription: many employees still needed international calling or data roaming for home-office abroad.

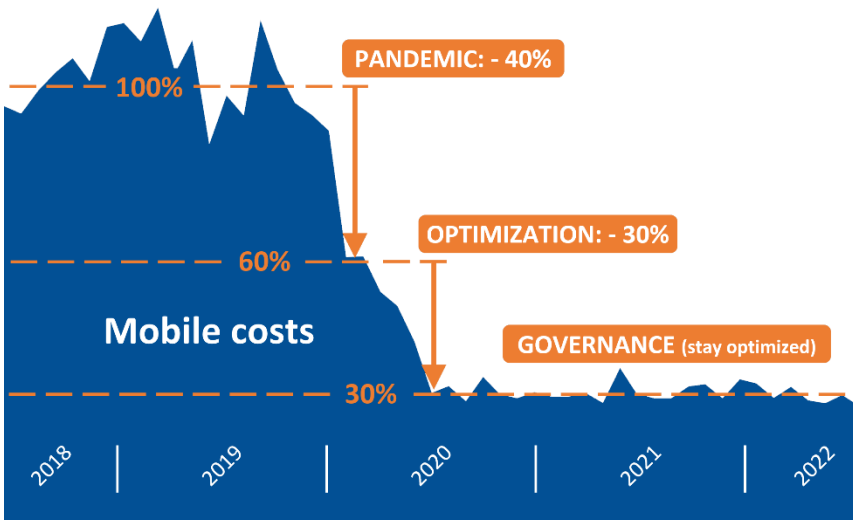
**OPTIMIZATION** – CASALE relied on TMANCO to analyse the costs and understand how to better adjust each subscription. TMANCO used the solution **TSPENDO** to identify the optimum for each user based on his type of usage.

After CASALE applied the recommendations provided by TSPENDO, the costs dropped by another ~30%, down to ~30% of what they used to be before the pandemic.

**GOVERNANCE** – TMANCO then implemented a monthly control mechanism to keep the costs optimized.

As people start/stop traveling based on project requirements or pandemic restrictions, **TSPENDO** detects the change in usage pattern and suggests the most adequate subscription to minimize the costs.

Compared to the pre-pandemic situation, costs are much lower and less volatile since the anomalies are immediately detected and corrected.



*“We have always wanted to optimize our costs. The pandemic was the trigger. The result is impressive, we should have done it long ago”*  
**Riccardo Donati**  
 Head of IT

**REPORTING** – CASALE also wanted to provide the users with more visibility to raise their cost awareness so they can contribute to cost optimization.

CASALE now uses **TELBI**, a product from TMANCO, to manage the mobile fleet, analyse the costs and distribute reports automatically.

Every month, each mobile user receives a report by email showing his/her costs with details by regions (National, International, Countries) and by usage (Minutes, MB).

*“I used to manage Excel files with details for users and costs, it was a headache to get some visibility. Our costs are much lower now, we have more visibility and better control, and reporting only takes me a few hours per month.*  
*Users appreciate the monthly report, they read it and sometimes contact me with questions. I feel they are more cost-conscious; they were very receptive to a video-training I created to explain how to use data packages abroad to save money.*  
*Bottom line: costs are lower with less effort and users are satisfied.”*  
**Renata Arcari Casagrande**  
 Mobile fleet manager



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