

# GRUDI ADVANTAGE CASE STUDY

— AN EXCLUSIVE MOBILITY, TELECOM & IT PARTNERSHIP —  
benefiting Lancaster Chamber and its members



*Four Seasons Produce, Inc., is a full-service wholesale produce distributor, supplying organic, local and conventional fresh produce and related products to organic markets, food co-ops, independent retailers, chain stores, juice bars and other produce buyers in the Mid-Atlantic and northeast regions.*

# 18%

**AVERAGE SAVINGS  
IN THE FIRST 6 MONTHS**

**SEE NEXT PAGE FOR  
MORE AMAZING  
RESULTS**

## Four Seasons Produce Upgrades its Mobility Devices and Plan, While Saving Significant Cost

### THE CHALLENGE

Due to the many employees who are constantly on the road, mobile communications is a critical business tool for Four Seasons Produce. Staying connected with customers, coworkers, suppliers and others is essential. Mobility was becoming increasingly challenging and expensive for Four Seasons Produce. It was experiencing a number of issues, including:

- Growing monthly expenses for wireless services.
- Increasing data usage charges that resulted in data overage charges of nearly \$3,000 per month on average.
- Older smartphones that had not been upgraded in almost three years and were beginning to experience issues that affected communications.
- Upgrading 200 devices is a large and costly project that requires significant investment and time. The equipment cost would be over \$30,000.

### THE SOLUTION

When Four Seasons learned of Lancaster Chamber's Grudi Advantage program, they recognized that this Telecom & IT partnership for members, could offer great value. Through this program, Four Seasons Produce worked with Grudi Associates to effectively and economically address its mobility needs. Grudi Associates did the following:

- Performed a review and analysis of Four Seasons Produce's carrier invoices and inventory of devices.
- Developed a proposed change in the plan and devices.
- Ensured the plan would meet all of Four Seasons Produce's needs, including the proper amount of data to avoid data overage charges.
- Specified new devices to replace the outdated smartphones and tablets. A Grudi Associates consultant spent four days onsite deploying the mobile devices, including collecting old devices and securely wiping them, activating and setting up new phones and transferring all data from the old to the new devices. Grudi Associates delivered the old devices to a buyback vendor to get Four Seasons Produce revenue to offset some of the new device expense.
- Identified unused or spare devices that could be eliminated, saving the cost of those lines and improving security.
- Proposed implementing Grudi Associates Mobility Managed Solutions to continue monitoring usage to keep cost down and provide an array of other services to continually optimize Four Seasons Produce's mobility investment.
- Demonstrated how working through Lancaster Chamber's Grudi Advantage program would provide lower cost than alternatives and earn Four Seasons Produce annual cash-back dividend payments.



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## THE OUTCOME

Four Seasons Produce worked with Grudi Associates through Lancaster Chamber to update its mobile devices and plan, significantly improving its mobile capabilities and cost effectiveness. Outcomes for Four Seasons Produce include:

- Staff now have up-to-date, fully functional mobile devices that greatly improve the quality and reliability of their mobile communications.
- A cost-effective plan has been put in place to fully meet Four Seasons Produce's mobility needs.
- Data overage charges are being avoided through a proper plan.
- Unneeded devices and lines have been eliminated, reducing unnecessary cost.
- Four Seasons Produce now has Grudi Associates Mobility Managed Solutions, which saves cost and proactively monitors its mobile service and devices to continually optimize its functionality and investment.

By utilizing Lancaster Chamber's Grudi Advantage program Four Seasons Produce received an array of financial benefits, including cost savings:

- It received \$24,875 for its old devices from Grudi Associates' buyback partner. This offset all but \$5,000 of the cost of the new devices.
- It receives cash-back dividends on device purchases, with an expected return of over \$3,200 for 2020.
- It receives a 30% discount off phone accessories, saving over \$1,000 in Q1, 2020.
- In its first month, Four Seasons Produce had a Mobility savings of 37% or \$4,800. Ongoing savings will be 15% or \$1,900 per month.

*"In November of 2019, we partnered with Grudi Associates for the management of our mobile phone contract. By participating in the Grudi Advantage program offered through the Lancaster Chamber, we saved a lot of money. In the first six months of the program, we realized an average monthly savings of 18%. Prior to working with Grudi, we had been getting killed with data overages. Through their industry knowledge and expertise, Grudi set us up with the most cost-effective service plan and helped us minimize data costs. I'd recommend the Grudi Advantage program to anyone. They really understand the mobile communications industry and can help companies cut costs."*

— Randy Hostetter  
Systems Manager  
Four Seasons Produce, Inc.



## BY THE NUMBERS ... HIGHLIGHTS FOR 2020

