

Mygrant Glass Sees Clear Savings with Streamlined Network and Mobile Solutions

Mygrant Glass partnered with vCom to enhance their network and mobile management, resulting in monthly savings of \$15,000 on mobile expenses and \$13,000 on network costs, all while modernizing their infrastructure.

MYGRANT *Glass Co.*

BACKGROUND

Mygrant Glass, based in Hayward, California, is the largest independent U.S. auto glass distributor. They stock a wide range of OEM and generic brands from over 30 global factories, offering customers an extensive selection of high-quality glass.

“With vCom’s professionalism, patience, unwavering engagement/ responsiveness and friendly demeanor, we are now fully integrated and running smoothly.”

GARY CHILD
MYGRANT GLASS
FORMER CIO

CHALLENGE

Mygrant Glass, a family-owned glass distributor, faced IT inefficiencies as they rapidly expanded. Starting with 20 locations, the company grew to 90, but their IT infrastructure and management practices failed to keep pace. They operated with outdated methods and lacked centralized management, struggling to manage 76 different carriers without a cohesive strategy, leading to operational inefficiencies and financial waste.

Moreover, their previous Managed Service Provider (MSP) exploited this lack of oversight, ordering circuits without proper checks and failing to disconnect outdated services. Mygrant Glass needed a modern IT management system that would provide clear visibility into their network and mobile expenditures, addressing the inefficiencies left by the previous MSP to meet their growing business needs.

SOLUTION

vCom was brought in to revamp Mygrant Glass’s IT strategy through a multi-faceted approach. The first step was to implement comprehensive expense management and mobile lifecycle management. This involved a thorough

IT Under Management

- 116 data circuits
- 1645 mobile devices

Challenges

- Rapid growth from 20 to 90 locations with outdated IT practices
- Management of 76 different carriers without centralized oversight
- Inefficiencies and cost exploitation by former MSP

Impact

- Enhanced visibility into IT expenses, allowing the organization to save money and make better decisions
- Monthly savings of \$15,000 in mobile costs
- Monthly savings of \$13,000 in network management

audit to gain visibility into their current expenditures and identify areas of waste. vCom's team tackled the disorganized carrier relationships, working to consolidate and manage 76 different accounts, including reaching out to carriers and obtaining the necessary access. They also addressed issues with the previous MSP by auditing and adjusting contracts to eliminate unnecessary costs. The solution included modernizing their network infrastructure, transitioning to advanced technologies, and improving network efficiency. On the mobile side, vCom focused on optimizing services, conducting detailed analytics, and implementing cost-saving measures. Continuous support and regular updates ensured that the IT solutions remained aligned with Mygrant Glass's evolving needs.

RESULTS

The collaboration with vCom brought significant improvements and cost savings to Mygrant Glass. On the mobile front, the company saw a remarkable reduction in costs, achieving monthly savings of \$15,000. Network management also experienced substantial improvements, with monthly savings of \$13,000. In less than two years, these efforts have modernized Mygrant Glass's IT infrastructure, providing increased visibility into their IT investments and enhancing the company's understanding of their expenses.

- ✔ Mobile savings: \$15,000 monthly
- ✔ Network savings: \$13,000 monthly

These changes not only reduced operational costs but also provided a more streamlined and efficient IT management system. The enhancements allowed Mygrant Glass to reallocate resources effectively and continue their growth trajectory with a more robust and modern IT framework. The successful transformation of their IT practices exemplifies how strategic management and modernization can drive substantial business benefits. While the results are impressive, the journey is far from over—Mygrant Glass continues to work with vCom, committed to ongoing improvements and future successes.

