

# Powering Mobile Cost Savings



Sixty percent of Globeleq's London-based employees travel regularly from the United Kingdom to various countries in Africa. When their bills skyrocketed, Globeleq deployed Akamai SPS Secure Mobile to keep their mobile data costs under control, as traditional mobile device management (MDM) solutions could not.

## Challenges

As an African-focused company, Globeleq's monthly telecommunication bills were rising fast because of high roaming charges for mobile data usage. Most of the African countries their staff regularly visit are not included in their Vodafone global cellular plans, resulting in some users facing massive bills of over £2,000 per month.

The company's IT Director, Gary Mitchem, investigated several potential security and cost control solutions, including MDM solutions. The MDM providers they considered could not, however, offer sufficient levels of visibility and control into what was accessed from expensive data regions of the world due to not being location aware, nor could they set policies based on the country their staff were in.

For example, if someone was in Côte d'Ivoire, Globeleq wanted to restrict access to business-critical activities, while allowing an open policy in regions that were included in their Vodafone roaming plans.



*Roaming charges in some of the African countries can get exorbitant. Now we feel confident that when staff travel they won't end up with huge mobile data bills.*

– Gary Mitchem, IT Director, Globeleq



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### BENEFITS

- **Saving £1,000/Month/User:**  
Eliminated the bill shock that came with international travel
- **Predictable Bills:** Monthly license fee enables better annual spending projections
- **Easy to Use:** Minimum set up and administration

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## Solution Deployed

With approximately half of their data usage on roaming, Globeleq wanted to manage data to a highly granular degree right down to the SIM level, dependent on the location of the user.

Globeleq deployed tighter control with Akamai SPS Secure Mobile in 2015 to more than 50 Business Development Managers and Engineers. If the user is in United Kingdom or Europe they allow full usage; if they are in a zone where their data plans are not too expensive they apply slightly stricter policies; but if they are in Africa – where mobile data can cost as much as £100 for 20MB – they can only access email and key business applications.

Globeleq was an early adopter of the solution and has seen the service and usability develop to include more useful functionality.

## Results

Akamai SPS Secure Mobile delivered Globeleq significant cost savings since first deployed. It gives them peace of mind that when their staff are using expensive mobile data abroad, they are using it for the right reasons. Sixty percent of Globeleq’s London-based employees travel regularly to various countries in Africa, and they can see savings of £1,000 per user per month on those bills.

Not only that, Akamai SPS Secure Mobile requires minimal administration time. Helpful weekly emails ensure Globeleq’s IT team keeps on top of mobile data usage and expected use, leaving the team to focus on strategic developments for IT.

Akamai makes secure connectivity simple for any size of mobility or IoT deployment in a hyperconnected world.



Once Akamai SPS Secure Mobile is configured, it just works. We don’t have to log in regularly to manage the service. The weekly summary emails show us all we need to know about existing to anticipated usage.

**Gary Mitchem,**  
IT Director, Globeleq



Globeleq is powering Africa’s growth through the development and operation of utility scale power plants. The company currently owns and operates nearly 1,300 MW across 8 different power plants in Côte d’Ivoire, Cameroon, Tanzania, South Africa and Kenya. [www.globeleq.com](http://www.globeleq.com)