Why Crossvergence Partners with vCom: $42,000 in Monthly Savings for TDIndustries

Crossvergence, a technology advisory firm, included vCom in a market evaluation for TDIndustries. Eight months in, TDIndustries saves approximately $42,000 every month, the account generates $7,900 in monthly partner commissions, and Crossvergence now recommends vCom to its other clients.

WHY CROSSVERGENCE BROUGHT IN vCOM

TDIndustries' large field workforce and network of partners created a very large mobility footprint spread across multiple carriers. Costs had increased every year, the team could not break costs out by department, and devices could not be tied back to the specific projects they supported. The internal team was already stretched thin, and other vendors demanded heavy customer involvement for even basic changes.

When an opportunity came up with TDIndustries, Crossvergence shopped the market and made sure vCom was part of the evaluation. The team knew vCom from years in the industry, and a prior relationship with someone who had joined vCom gave it a reason to learn more. It also believed vCom was a genuine fit for the project.

WHAT IT'S LIKE TO WORK WITH vCOM

Communication stands out. vCom answers the Crossvergence team quickly, keeps the project on task, and makes sure everyone knows where things stand. It also works directly with TDIndustries in collaboration with Crossvergence, so the advisor stays involved throughout. Rob Butler, Managing Partner at Crossvergence, says every question his team has asked has received a timely answer.

Crossvergence holds its vendors accountable for outcomes, and vCom has followed through, returning to the agreed goals so they are not lost as the project moves along. The portal, where everything lives, has been among the most valuable parts of the partnership. Crossvergence describes the vCom team as teaming up around the customer, learning what TDIndustries needs and working toward those outcomes.

CROSSVERGENCE

ADVISOR BACKGROUND

Crossvergence is a technology advisory and consulting firm based in Texas and serving clients nationwide. It helps organizations select, implement, and manage technology, and describes itself as driven by service, not sales.

TDIndustries

CUSTOMER BACKGROUND

TDIndustries is a large mechanical construction and facilities services firm supporting thousands of employees across job sites, offices, and regions.

KEY OUTCOMES

$42K

saved by the customer every month

$7,900

in monthly partner commissions

SERVICE

Mobile Lifecycle Management (MLM)

CUSTOMER RESULTS

vCom assumed day-to-day management of TDIndustries' mobile environment and established immediate visibility into it, exposing unused lines and misaligned plans and lowering the per-device monthly cost. Mobility data now lives on a single portal, where costs can be broken out by department and devices tied to specific projects.

TDIndustries now saves approximately $42,000 every month by eliminating unused lines and aligning AT&T plans to actual usage. The work also saved an estimated 562 staff hours over roughly ten weeks, allowing the team to focus on growth rather than mobility tasks.

Order management and financial reporting have been centralized on vCom's platform from day one, giving IT and finance a single source of truth for inventory, usage, and spend. As trust grew, the engagement expanded to include a $500,000 fleet refresh, with vCom handling sourcing, staging, kitting, and distribution.

With standardized processes in place, the IT team has shifted from reactive issue resolution to proactive planning, including upcoming T-Mobile and Verizon carrier evaluations. Crossvergence expects results to keep improving.

> "I'm happy enough with our partnership that I'm actively recommending vCom to other clients of ours."
>
> **ROB BUTLER**
> Managing Partner, Crossvergence

> "vCom has been a huge time-saver for me... I can now grab everything I need in under five minutes—all in one place."
>
> **VALERIE THOMAS**
> IT Operations Lead, TDIndustries

562	$500K	4,700+
staff hours saved in about ten weeks	fleet refresh managed by vCom, from sourcing to distribution	mobile devices under vCom management

THE TAKEAWAY FOR ADVISORS

vCom works alongside the advisor and the customer, stays accountable for outcomes after the sale, and gives the customer one place to see it all. For Crossvergence, that adds up to $7,900 in monthly partner commissions and a partner it now recommends to other clients.

PARTNER WITH vCOM

Reach out to us.

Ready to bring vCom to your clients? Scan the code to go straight to the form, or visit **vcomsolutions.com/get-started**.