

# HOW ALTUS TRAFFIC SAVED 20% ON MOBILE DEVICE COSTS, WITHOUT SWITCHING PROVIDERS

No SIM changes. No provider disruption. Just better commercial terms.

## THE SETUP

Altus Traffic is Australia's largest provider of traffic management and compliance, delivering services nationally with over 1,800 staff, 1,000 vehicles and 850+ tablets and mobile devices in the field.

Their Group CFO, Peter Blackwell had long suspected mobile costs were excessive but lacked the visibility to act and a lock-in contract prevented change.

- Monthly per unit spend was too high
- Corporate costs weren't comparable to commercial
- Billing processes were complex and confusing
- There was no visibility over which services they did and didn't need

## THE PROBLEMS:

- Monthly per-unit spend was well above market rate
- Corporate pricing not benchmarked against commercial alternatives
- Billing complex and difficult to interrogate
- No visibility over which services were active or necessary
- Lock-in contract delayed any commercial action

## THE HIDDEN RISK

The cost wasn't obviously wrong.

It was **uncompetitive and invisible** corporate pricing without commercial benchmarking and no independent party to challenge it.

## THE RESULT

Achieved without major infrastructure changes or operational disruption.

**20%** REDUCTION  
IN MOBILE SERVICE COSTS

**\$0** COST IN  
SIM CHANGES - PROVIDER RETAINED

**\$265K**  
TOTAL CONTRACT IMPACT

FULL SERVICE AUDIT  
LOWER COST WITHOUT DISRUPTION  
REMOVED REDUNDANT SERVICES

"I was comfortable with David's skillset and the CDK pricing, and I thought the return by engaging him would far outweigh the costs." - Peter Backwell (CFO, Altus Traffic)

# WHAT CDK DID

## VISIBILITY BEFORE CHANGE

Rather than immediately changing providers or infrastructure, CDK began with an independent telecom review.

Every service across the organisation was mapped to:

 Location	 Purpose	 Usage	 Contract Alignment
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## WHAT CHANGED

- CDK acted as translator between provider, IT and Finance
- Unused and redundant services removed via site-by-site audit
- Mobile fleet retendered - 18 -20% saving secured with incumbent supplier
- Contract terms simplified, clear pricing and regular bill reviews
- Ongoing CDK support retained for next contract renewal

## WHY IT WORKED

Most organisations overspend on telecom not because they are careless, but because no one owns **end-to-end visibility**.

Invoices are often approved because **'It looks like last month'**  
Once visibility is established, savings become mechanical and repeatable.

If you're responsible for telecom spend and want clarity before making disruptive changes:

# Book a no-obligation telecom cost review.

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