



Solution
Business Mobile Solution

Sector
Manufacturing

Location
Liverpool

Case Study

Tela provides on-going assistance and hands-on support to enable Kal Tire's business growth.



Since its inception in 1953, Kal Tire has become Canada's largest independent tire dealer and a global leader in the service and supply of high-performance tires for the toughest terrains. Their commitment to teaming a world-class product with a superior yet cost-effective service has earned them a reputation for innovation and reliability. Today, Kal Tire's Mining Tire Group is a trusted partner to the world's top mining companies, servicing over 150 mine sites internationally. As well as the open coal cast industry, Kal Tire is well-known for the outstanding service they have delivered to other industries such as quarrying, waste and port handling. Having expanded steadily across the globe, Kal Tire now employs 6,500 team members internationally.



Number of users

20+ Voice & Data

Network provider and tariff

Vodafone 4G Sharer - 75GB

Kal Tire's UK presence relies on a comprehensive network of satellite hubs to ensure maximum national coverage. However, while their network provider posed no issues in terms of signal, a lack of proper account management had resulted in unnecessary overspend each month. While each user had an individual bolt-on of 2GB, some would rarely get close to the limit while others were frequently in excess of it. Meanwhile, international users did not have the correct bolt-on applied to meet their day-to-day requirements. Kal Tire deserved a bespoke service, one that was tailored to meet the needs of a globally dispersed workforce. Beyond this, they needed on-going support and control over their spending.





After completing a full tariff audit of Kal Tire's itemised bills for the previous 6 months, Tela identified a solution that would not only save costs but cause as little disruption to operations as possible. By opting for a shared data plan of 75GB for all the users as well as international bundles for 20 users, Kal Tire could benefit from a plan that reflected actual data usage without changing network provider. Without the need for new sim cards, end-users faced no interference to their day-to-day operations.

Based on this recommendation and the commercials available, the contract and savings would be worth approximately £35,000 to Kal Tire in total. But that's not all – now, Kal Tire can take advantage of their own dedicated account director who works closely with them to ensure there is minimum overspend on the account month by month. Should things change, Kal Tire can guarantee that they will never be left paying more for less, instead, they have direct access to our online billing manager and portal where they can review live information on their account.

We understand that data limits might not always be front of mind for some members of staff, so we set up a warning alert for the shared bundle, enabling the client to be notified as soon as they have used 80% of the data. Further to this, we gave Kal Tire access to a hardware fund which they could use to purchase their handsets. As a result, a saving of around 15% has been made on these compared to what they were paying directly from the network.

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