OneVizion

CASE STUDY

Enhancing Cell Tower Acquisition & Operations with TowerVizion

A leading company in the cell tower acquisition and operations industry, focused on expanding and enhancing their infrastructure, required a sophisticated solution to efficiently manage their burgeoning portfolio.

The objective was to refine document management, enhance pipeline tracking and reporting, automate PO request generation, and improve site acquisition due diligence and operations project tracking. The aim was to boost operational efficiency and manage an increasing array of sites and projects without a corresponding increase in staffing levels.

THE CHALLENGE

Scalability and security, with a pressing need for a system that could adapt to their expanding operations without compromising security

Among the significant challenges were scalability and security, with a pressing need for a system that could adapt to their expanding operations without compromising security. OneVizion's TowerVizion excelled by providing a scalable and secure platform, adept at managing increasing demands efficiently.

A major achievement for OneVizion was to ingeniously navigate around a notably deficient accounting system, delaying its need for replacement. This demonstrated TowerVizion's ability to act as a solution to missing processes, subsequently enhancing and ultimately assuming full control over these processes. This approach, known as Gragile®, has been a cornerstone of OneVizion's methodology for over 75 years, underscoring its innovative and adaptive strategies in process enhancement.

THE SOLUTION

Provided by OneVizion's TowerVizion

OneVizion introduced TowerVizion, a bespoke solution designed to address the intricate demands of the cell tower operations sector. TowerVizion offered the client advanced functionalities in:

- **Document Management:** Centralizing documents for streamlined access and control.

- **Site & Tower Management:** Tracking and documenting Site & Tower attributes.

- **Operational Project Management:** Simplifying the oversight of ongoing operations projects.

- **Sales Pipeline Management:** Boosting visibility and management of potential acquisitions and sales.

- **PO Request Automation:** Facilitating the creation and handling of purchase orders.

- **Acquisition Due Diligence Tracking:** Ensuring comprehensive and efficient due diligence for site acquisitions.

- **Site & Tower Mapping:** Providing dynamic on-line Google Maps with satellite and Street-view maps.

A pivotal addition to TowerVizion's capabilities was its ability to make existing systems more viable by collecting and transmitting exceptional data, thereby enhancing the client's operational processes and decision-making.

THE IMPLEMENTATION PROCESS

The implementation process for TowerVizion involved the creation of customized processes and systems to organize, standardize, manage, and report on crucial areas of focus, ensuring a comprehensive coverage of the client's operational needs.

Request a Demo

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**One platform for
End-to-End management,
oversight and governance.**

**We do what others simply
cannot...**

See the difference!

THE RESULTS

Results Achieved

With TowerVizion, the client observed a dramatic improvement in organization, standardization, and operational efficiency, managing an increasing number of sites and projects without the need for additional staff. The client's valuation soared from 7 billion to 3.75 billion USO in less than four years, highlighting the enhanced efficiency and capabilities facilitated by TowerVizion.

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Key Takeaways

The success of TowerVizion with the client underscores OneVizion's expertise in developing organized, standardized, secure, and scalable systems tailored to the unique needs of the cell tower operations industry. This case study showcases the transformative effect of specialized, industry-focused solutions on a company's operations and overall growth. This reflects the forward looking approach of TowerVizion, focusing not on past inadequacies but on future possibilities and improvements, ensuring the legacy of innovation and efficiency continues unabated.

TowerVizion, developed by OneVizion, serves as a critical solution for the client, enhancing efficiency, organization, standardization, scalability, and security. This contribution is instrumental to the company's significant growth and success within a competitive marketplace.