

## A Multinational Group in Supply Chain Sector Using Mobiles for Sales faces Multiple Challenges: Efficiency, Productivity & Mobility Management.

### Client Profile

Industry: Supply Chain  
Business: Distribution

### Need

Sales team in the field should be able to use the company provided Android Phones effectively with the help of SFA App and connectivity provided; optimize battery life and protect corporate data on the mobile devices.

### Solution



Mobile Device Management



Kiosk Management



Mobile Application Management



Compliance Monitoring



Location Tracking

### 1Mobility Offerings

- Enterprise Mobility Management (EMM) through consulting, development and managed services
- Data Loss Prevention (DLP) of Mobile Data
- Compliance enforcement and monitoring
- Containerization
- BYOD Management

### Challenge

One of the multinational companies in Nigeria embraced mobility to efficiently perform the sales and distribution activity of popular noodles in the country.

The company owned Android Phones enabled with sales force automation (SFA) and other productivity Apps, brought a lot of process improvement and efficiency with the field employees. There are eminent challenges due to limited electricity and the employees face issues to charge the phones frequently.

Additionally, IT team struggled with managing the device inventory as they had large field force spread across the country. "Lack of visibility into the devices and its data, constrains us from monitoring unproductive App downloads, configuration modifications etc.", said IT Manager. The field employees many of the times reported issues of battery drain and unable to use device for day to day operations. The end users may not be savvy to download the right Apps and configure them correctly.

The Company evaluated many leading solutions and chose to work with 1Mobility to provide the EMM solution to resolve their mobility challenges. The client looked for a solution that can give them attention and build custom features as and when required.

### Solution

1Mobility's Kiosk Product which is a whitelisting approach for manageability, allowed them to implement advanced security by locking the device to few specific Apps as well as disallowing access to settings and installation of other Apps on the device. As the device now was configured to work in a restricted mode, it certainly helped with the battery draining issue.

Various compliances including detection of blacklisted Apps, low battery notification, rooted devices, was configured through a simple web interface. This further enhanced overall mobility management and system can take actions on behalf of the administrators; this automation further reduced the management cost. Administrators can then relax once the compliances are configured and applied. "I get an instant notification if a device renders to be non-compliant. We are proactive in controlling the devices that we never have physical access to. The best part is

## About 1Mobility

1Mobility, a global company, offers a cloud based, internationalized and scalable Enterprise Mobility Management (EMM) solution that secures, monitors, manages and supports mobile devices across platforms, service providers and manufacturers.

1Mobility provides an affordable solution, enables over-the-air distribution of mobile applications, configuration settings and security policies to corporate owned or employee owned (BYOD) devices through a central web console.

Contact 1Mobility at



[info@1Mobility.com](mailto:info@1Mobility.com)

1Mobility Kiosk-mode is achieved through just a security profile published on the device. We can repurpose the device by removing this layer.”, IT administrator mentioned ecstatically. 1Mobility also allows updating Apps and data on the devices, set up custom wallpaper for branding as well as provide troubleshooting tools for administrators to be able to resolve any problems on the device.

## Results

### 1. Increased Productivity

With 1Mobility’s Mobile Application Management solution, whitelisting of productive applications, helped in increasing productivity of sales team.

### 2. Visibility into Device Location

Increased visibility with location tracking of devices helped administrators to locate the devices.

### 3. Improved Business Process

Efficient and effective mobility solution, SFA and EMM solution together brought in noticeable improvement, reduced rework drastically and mobility project helped the company revisit and improve the business workflows.

