SOTI
ENTERPRISE MOBILITY MANAGEMENT

Revolutionizing the Beverage Distribution Industry with SOTI MobiControl!

Over the past 35 years, Andrews Distributing has grown to become the sixth largest beer distributor in the country, employing more than 1,100 team members, managing 5 warehouses, and maintaining a fleet of 500 vehicles. Its distribution territory covers some of the largest, fastest growing metropolitan areas of Texas. Millions of consumers in these territories depend on Andrews Distributing to deliver fresh, high quality beer to their local retail outlets.

The Business Challenge

Relying heavily on its mobile capabilities, Andrews Distributing ships products within 24 hours of order placement. As a result, an exceptional mobility strategy is vital to meet this rigorous demand. Andrews Distributing has over 600 mobile users in the field using a mix of Motorola MC70 and MC75 rugged handhelds running Windows Mobile v6.53, and iPads running on iOS.

The need for highly effective field support was the reason that Andrews Distributing began considering EMM technology. Prior to implementation of SOTI MobiControl, field workers experienced periods of downtime and frustrations due to the malfunctioning of their mobile devices, which ultimately slowed down the delivery process. Furthermore, it was a challenge for the field support team to restrict field workers' access to non-work related applications on their mobile devices. To remain successful in the fast-paced beverage distribution industry, Andrews Distributing needed an EMM solution that could efficiently manage, support, secure and monitor their mobile devices operating on Windows and iOS.

After evaluating the top EMM vendors in the market, SOTI MobiControl emerged as the clear winner for Andrews Distributing. SOTI MobiControl is an advanced, award-winning mobile device management, support and security solution. It has been an instrumental component in Andrews Distributing's mobility strategy to meet its rigorous delivery schedules. The SOTI MobiControl interface relies on a hierarchical folder structure to manage and control all mobile devices, allowing field support to easily provision or re-provision devices as required. "MobiControl folders are a fantastic feature for Andrews. Simply drop a device into an appropriate group folder and the device is instantly wiped, cleaned and freshly installed to 'Andrews-factory specified' functionality," said Scott Jenkins, Information Systems Administrator at Andrews Distributing.

Vertical: Transportation/Logistics

Deployment: MobiControl

OS: Windows Apple iOS

Mobile Devices: Motorola MC70, MC75 running Windows Mobile v6.53 & Apple iPads

Mobility Challenges

- Mobile Device Support, Software Deployment, Worker Productivity, and Reduce Support Cost

Mobility Benefits

- Centralized Remote Control, Delivery Tracking, Help Desk Tools, Easy-to-Use, and Device Lockdown

- Reduced Operational Downtime, Enhanced Productivity, Improved Customer Satisfaction, and Increased ROI

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The MobiControl Solution

The folder structure has also allowed the company to effortlessly and quickly upgrade an entire fleet of mobile devices simultaneously, eliminating the need to touch the devices individually. This convenient upgrade involves minimal effort on the field support side and no end user participation.

Another heavily-relied on feature Andrews Distributing has used is SOTI MobiControl's screen lockdown capability. This feature ensures that field workers only have access to work-related applications on their mobile devices. "We have 8 applications that run on Windows Mobile devices such as the Motorola MC70 and MC75," stated Jenkins. "Through MobiControl, we can easily lock the screens down and only allow users to use the apps we want them to use."

Solution Benefits

- Real-time, centralized remote support and control
- Instantaneous device deployment and configuration
- Reduced cost, time and resources
- Flexible & scalable
- Device lockdown & security
- Improved customer satisfaction

The Results

SOTI MobiControl has addressed Andrews Distributing's needs completely and enabled the company to retain their position as one of the top beverage distributors in the United States. As an industry leading EMM solution, SOTI MobiControl has significantly improved Andrews Distributing's mobile device management process and increased the efficiency of its field workers.

The company's field support team has been able to fully restore any mobile device out in the field to its original capabilities 24 hours a day, 7 days a week.
This has eliminated field workers' downtime and allowed them to meet demanding delivery schedules. Using MobiControl's screen lockdown capability, Andrews Distributing has been able to improve the productivity of its mobile workforce by giving them access to work-related applications only on their devices. Andrews Distributing has been using SOTI MobiControl for approximately four and a half years, and continues to leverage it as a critical component of the company's mobility strategy.

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SOTI is a proven innovator and industry leader for mobility and IoT management. Globally, over 17,000 companies depend on SOTI to transform their business by taking mobility to endless possibilities.

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