

DURA VERMEER

CASE STUDY

SOTI Fast-tracks Road Construction in the Netherlands

The Dura company, was founded in Katendrecht, NL, in 1855, as a contracting firm and carpenter's shop. Over the next 150 years, Dura grew to become a national business and an expert in residential and non-residential construction. The company helped pioneer the business of pre-fabricated residential construction in the Netherlands.

Piet Vermeer started a road construction company in 1961. During the 60s and 70s it capitalized on the rapid growth of the automobile and government investments in infrastructure to build hundreds of kilometers of asphalt roads. Starting in the 1970s, Vermeer broadened its business to include underground pipelines for sewers, water and gas as well as tunnels and viaducts. Through the 70s and 80s, Vermeer pursued a series of acquisitions to expand the domestic scope, and international coverage of its infrastructure projects.

In November 1998, Dura and Vermeer merged to form one of the country's largest construction companies, Dura Vermeer. These days the company is focused on satisfying an increasing demand for qualitative and sustainable solutions that improve society's quality of life, living, working, recreation, mobility and safety

The Challenge

Over the decades, Dura Vermeer has managed hundreds of construction projects across the Netherlands and has accumulated an incredible amount of construction expertise. The company wanted to employ mobile technology to leverage this experience and optimize project planning and tracking. Their idea was to create a customized task list for each project and then use a tablet computer and mobile app to execute the tasks and track the project. Real-time, remote project updating would increase transparency and reduce the potential for error. Unfortunately, Dura Vermeer did not have the expertise to accomplish this goal within the company, and they were not keen on attaining it. Instead, they went looking for a partner that could design and develop the mobile application they required, as well as help with the deployment, management and support of the mobile devices required to support the program.

Vertical: Construction

Location: Netherlands

Product: SOTI MobiControl Cloud

Devices: Apple iPad

Platforms: Apple iOS

Mobility Management Challenge

- Company wanted a turnkey mobility solution including custom app development and mobility management.

Mobility Management Benefits

- Track road construction projects in real-time to reduce waste.
- Expert mobile application development and mobility management without having to hire and train staff in-house.

"SOTI and Cloud Seven provide the mobility solution that Dura Vermeer needs to streamline our operations, without any upfront cost required for setting up infrastructure or hiring in-house expertise."

Hans Aalbers
Directeur ICT

Dura Vermeer Groep NV



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The Solution

Dura Vermeer's first decision was which mobile device to standardize on, which make, model, and form-factor. They selected Apple iPads because of the security, manageability and user friendliness of the device. Finding the right partner also proved to be an easy decision. A local Dutch technology company, Cloud Seven (www.cloudseven.nl), were proven experts at mobility management, app development and technical support services. In 2014, Dura Vermeer struck a deal with Cloud Seven to deliver a turnkey mobility solution that included the development of custom project management app as well as full lifecycle management and support of the company's iPad and mobile applications.

SOTI MobiControl Cloud was selected for Enterprise Mobility Management (EMM). SOTI's solution was cloud-based, and could be put in place quickly, with no up-front costs or technical expertise required on the part of Dura Vermeer. SOTI MobiControl supported Apple's Device Enrollment Program (DEP) to configure devices and deploy them to the field quickly. SOTI MobiControl placed the company's iPad into iOS Supervised mode to lockdown each device and optimize usability and security. Applications, both off-the-shelf and custom, were an important component of Dura Vermeer's mobility strategy. SOTI's support for the Apple Volume Purchase Program (VPP) simplified the purchase, distribution and licensing of enterprise applications such as the recent rollout of Microsoft Office 365.

The Results

Dura Vermeer deployed their first 50 iPads in late 2014, and now has more than 650 devices in the field. As the number of mobile devices grew, the qualitative and quantitative benefits of mobility management quickly became evident. For example, custom applications are used to optimize the utilization of construction resources and streamline workflows. They deliver real-time project reporting and tracking helps to reduce waste and errors. Dura Vermeer has seen annual savings of approximately €200,000 in asphalt waste reduction, and they attribute much of that success to a single custom application, AsphaltApp.

The most compelling benefit for Dura Vermeer, is that their entire mobility program has been outsourced. They did not need to hire additional ICT workers to develop applications or purchase and install an expensive solution to manage their devices. Cloud Seven and SOTI are providing Dura Vermeer with a turnkey mobility program that includes state-of-the-art custom app development and award winning mobility management delivered though the cloud. This enables Dura Vermeer to focus on their core competencies and continue to lead the Dutch market in residential, business and infrastructure construction.



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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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