

SOTI



SOTI MOBICONTROL



FIELD SERVICES



iPAD & SAMSUNG
SMARTPHONE



IOS & ANDROID



EUROPE

SOTI is a proven innovator and industry leader for simplifying business mobility and making it smarter, faster and more reliable. SOTI helps businesses around the world take mobility to endless possibilities.

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CUSTOMER SNAPSHOT



DURA VERMEER

Dura Vermeer Professionalizes its Operations and Saves Costs Using SOTI MobiControl

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

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. Dura Vermeer's construction and infrastructure activities must respond quickly to social and economic developments, such as sustainability, safety, quality, new construction method and competitors. The digitization of their work processes is of strategic importance, with an increasing emphasis on smart and safe mobile working.

Dura Vermeer implemented the first 50 iPads at the end of 2014. Since then, the number of mobile devices has grown to 1,250 iPads, 2,850 smartphones and more than 40 business apps are used. Dura Vermeer sets high standards for security and safeguarding privacy and sensitive information. To meet these challenges, Dura Vermeer had the choice to invest in the further development of its IT service organization or to outsource the Enterprise Mobility Management to a specialist.



"In Cloud Seven and SOTI we have not only found partners who actively think about renewal and the realization of innovations, but to whom we have also been able to outsource the complete management of all our mobile devices and business apps. This allows us to focus on our core activity."

Ruud Van Tol,
Dura Vermeer Groep
IT Contract Manager



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Dura Vermeer lacked the necessary IT knowledge and (support) specialists to properly support the growth in the use of mobile devices and business apps. Employees of Dura Vermeer must be able to rely on a professional support organization when carrying out their daily activities if there are problems with the use of mobile devices or apps. The investment and effort to set up an Enterprise Mobility support group did not fit with the company's policy that has an emphasis on the digitization of core business processes. The decision was made to outsource the Enterprise Mobility Management activities to a specialist so that Dura Vermeer could focus on digital transition and the innovation of its core business processes.

The Solution

Dura Vermeer chose to outsource its Enterprise Mobility Management to SOTI and Cloud Seven. Using SOTI MobiControl, Dura Vermeer is now able to effectively manage the growth of mobile devices and business apps, while streamlining its business processes for greater operational and commercial success. With changing tools, apps and devices, it is important that Dura Vermeer has an enterprise mobility solution that can scale, as well as provide business continuity across its operations.

The Results

Professionalization of the support services

The support is in the hands of professionals at Cloud Seven based on SLA agreements using SOTI MobiControl.

Single point of service and self-service

The data from SOTI MobiControl, the data from the asset management system and the data from the service ticketing system are integrated by Cloud Seven in a self-service portal. Dura Vermeer employees can request support services for mobile devices and apps online and follow the status of the support call online.

Continuity of service

Dura Vermeer no longer has to invest in its own support organization. No more investments in the recruitment and training of personnel and no more investments in ICT resources.

Flexible pricing and savings

A price is paid per device per month. The costs go up or down depending on the needs of the organization. Considerable savings have also been realized on Enterprise Mobility Management-related costs such as: ICT investments, recruitment and training costs, external consultancy costs and personnel costs.



“Maintaining your own support organization and the knowledge and resources required to keep a wide variety of mobile devices and apps operational is a complex and costly business that requires a wide range of different skills. For companies it is often a smarter decision to outsource their Enterprise Mobility Management to a specialist.”

**Marc Kuiken, Cloud Seven
CEO**

