

SUPPORT THE MOBILITY OF EMPLOYEES

CUSTOMER

BERNER, present in 20 European countries, is one of the leading distributor of fastener products, tools and technical consumables for construction, automotive and industry professionals.

Key figures: 1500 employees . 2011 revenue (France): 185 millions €.

BUSINESS ISSUES

DESCRIPTION

Improve the performance of the workers via a mobile ICT kit

THE SOLUTION

- A comprehensive equipment solution for 900 sales representatives with a mobile ICT kit including a laptop, iPad, GPS and multifunction printer
- Complete fleet management including integration, maintenance and refresh of the equipment

CUSTOMER BENEFITS

- Quicker access to data and sales tools anywhere, any time
- Remote consulting and updating customer information
- A more professional approach during customer meetings

THE CONTRACT

OVERVIEW OF THE OFFER

- 36-month lease contract to finance the mobile kit of the sales
- Contract for the supply, installation and maintenance of the equipments



KEY FIGURES

- Total of 4,800 assets for 900 sales reps.