

Case Study: RETAIL

WHO

- Leading sports retailer
- 130 stores in UK and Ireland and £111m TO
- 1,000 users

CHALLENGE

- Rollout of click and collect demanded more accurate stock reporting
- Improved mobile capabilities necessary to support in-store iPads and stock scanners
- Necessity to build better Wi-Fi coverage to connect devices

SOLUTION

- Multi-purpose 2G and 3G mobile scanner devices were chosen
- Wi-Fi surveys conducted
- Decided on Meraki Wi-Fi solution
- AirWatch Mobile Device Management used to cover entire mobile fleet

BENEFITS

- MDM solution also managing in-store iPads
- Enabled accurate stock profile to support initiative
- Less stock loss due to enhanced visibility
- Seen 12% growth thanks to introduction of click-and-collect
- Now able to automatically roll out Access Points
- Operation streamlined thanks to cloud-based Wi-Fi
- All devices secured thanks to Airwatch MDM

WHY SERVIUM?

- Offered right price for right solution
- Didn't oversell the solution
- Chosen over 15-year incumbent supplier
- Quarterly project reviews proposed as part of the project
- Escalated priority of Wi-Fi to support project, after customer underestimated importance



Network



Workspace

Servium

