



## SUPPORT THE MOBILITY OF EMPLOYEES

### CUSTOMER

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

Key figures: 1500 employees . 2013 revenue (France): 188 millions €.

### BUSINESS ISSUES

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

- 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.