»We are absolutely convinced of ISEC7 Mobility *for SAP*. It is a streamlined solution which fits exactly with our pragmatic approach and clientele.«

Lars Prüssing, Managing Director of quindata GmbH

QUINDATA REFINES ITS OWN SAP ERP SOLUTION WITH ISEC7 **MOBILITY** *FOR SAP*.

THE CLIENT q u i n d a t a · ·

quindata is a medium-sized IT service provider located in Kassel. The company focuses on consulting, development and operation of industry-specific IT solutions for agricultural trading and engineering, construction materials and energy. With its 50 employees, quindata supports more than 2,000 users at more than 160 locations throughout Germany quindata's self-developed industry solutions allow medium-sized companies the usage of SAP. quindata handles all business relevant processes using SAP ERP – from order to invoice.

Up to now, quindata had no solution for mobile scenarios. In the future, mobilization should become a part of the quindata portfolio. Therefore, the full-range service provider was looking for a specialized provider for mobile SAP.

THE CHALLENGE

quindata has two aims: to better integrate its sales staff in the overall process and also to provide the management with access to all relevant data at any time – fast, flexibly and independent of location. The company searched for a solution as a mobile extension of the SAP ERP based industry solutions, thus refining quindata's self-developed solutions.

One of the central requirements was to support the sales process by displaying business processes and functions on mobile devices like smartphones and tablets. Therefore, the new solution should enable the continuous processing of prospects, clients, contacts, visits, requests, offerings, contracts and orders. In addition, the mobilization of the reporting system – from client information to corporate figures – should be possible.
Further requirements of the new solution were an intuitive frontend, easy handling, fast and consistent real-time information as well as cache functionality.
The mobile solution for connecting SAP ERP should combine all of these requirements. And it should be cost effective.

THE SOLUTION

ISEC7 Mobility *for SAP* ERP was selected. Its effectiveness and reasonable cost benefit ratio convinced the management of quindata.

The solution does not require any middleware. Thus, it can be easily and quickly installed. The scenarios enabling the search of customer, product and order can immediately be used and also be easily adapted to quindata's individual requirements. All adaptions and in-house developments can be implemented with pure ABAP skills – resulting in low development and operating costs.

ISEC7 Mobility *for SAP* ERP gives field staff access to important customer details and information about stocks. Furthermore, sales contracts can be generated via the new solution, facilitating especially the work of sales employees.

Data from the customer info, self-developed by quindata, will be mobilised with ISEC7 Mobility *for SAP* ERP. Via the distribution monitor, a sub-module of ERP, sales information and activities can be directly entered whilst on the go. Thus, the sales organization becomes more involved in the ERP process.

THE BENEFIT

The new ISEC7 solution offers the possibility to access and work company related data - anywhere and at anytime.

During customer visits, the sales representative is always up to date. Also, there is no need for time-consuming printouts anymore. Due to the cache function, data can be used offline as well. The management can access relevant company information from mobile devices, which leads to quicker decisions and greater efficiency of processes.

The mobile SAP solution complements quindata's product portfolio. Additional functions are already in a planning stage. In the future, time confirmation of service orders, holiday approvals or system monitoring will be mobilized through ISEC7 Mobility *for SAP*.

ABOUT ISEC7 GROUP

The ISEC7 Group is a global provider of mobile business services and software solutions. The company was one of the first movers in mobilizing company and business processes. Today, ISEC7 has numerous renowned companies and governmental organizations as committed customers. The company continually invests in the evaluation and development of new technologies. ISEC7 solutions, such as B*Nator, Mobile Exchange Delegate and ISEC7 Mobility *for SAP* have proven to be groundbreaking in the mobility sector. B*Nator, a comprehensive globally applicable MDM solution, has been presented as the »Most Innovative Enterprise Application« by BlackBerry. ISEC7 Mobility *for SAP* allows access to SAP backend without the need for additional middleware.
ISEC7 was founded in Hamburg / Germany in 2003. The company operates globally with offices in Germany, USA, Switzerland, Spain and Brazil.