

HILLFRESH

CUSTOMER CASE STUDY

PROFILE

HillFresh is an importer and exporter of fresh fruits, vegetables and exotics, based in The Netherlands. HillFresh delivers top quality produce optimizing the entire cool chain from streamlining to automation, from food safety to sourcing, adding value to all partners in the chain.

Always looking for new varieties that deliver more flavour and higher returns, HillFresh sources its produce from different parts of the world to deliver seasonal produce year round to supermarkets, greengrocers, processors and restaurants.

CHALLENGE

HillFresh was incurring costly mobile bills for its domestic and roaming mobile workforce and had concerns around their lack of control over employee mobile data usage.

“We have a large number of mobile workers that depend on their company-owned smartphones. Almost a quarter of these mobile workers are travelling overseas frequently so we had a high cost for mobile data,” said Mark Zoetewej, ICT Business Consultant at HillFresh.

HillFresh had no means of applying any corporate policy or compliance on their devices and no mobile security software whatsoever.

“We wanted to cut the costs of our company-owned mobile devices domestically and internationally, but we needed to ensure our employees were still able to access their work emails, maps and other sites that were critical for their jobs,” continued Zoetewej.

The company’s use of iPads and laptops had always been restricted to Wi-Fi only in an effort to manage costs, but when Wi-Fi wasn’t available staff would often connect devices to the internet using a mobile hotspot which contributed to “bill shocks”.

SOLUTION

HillFresh was introduced to Wandera through channel partner Flexinets who has been a Wandera partner since early 2014. With offices in Helsinki, Stockholm and Copenhagen, Flexinets has been invaluable to Wandera in providing local technical knowledge and support to many organizations in Scandinavia. As businesses in these regions focus on making their workforces more mobile and therefore prone to high bills and security issues, Wandera provides Flexinets with the perfect solution to present to their customers.

As Wandera’s first Dutch customer to sign on to the service, HillFresh deployed Wandera View, Extend and Secure services on its company iOS devices in 2014.

“Wandera was the ideal solution to our high data consumption. It also appealed to us as a means to protect our mobile data from threats including insecure connections and leaking apps,” said Zoetewej.

Wandera View offers HillFresh extensive real-time data analytics, delivering insight into employee data usage. Wandera Extend delivers substantial data saving through a proprietary compression engine that reduces and optimizes mobile data on the fly. Wandera Secure’s multi-level approach offers unrivaled protection against browser malware, leaking apps, phishing attacks, poisoned cache exploits and other threats on employee devices.

“The deployment process was very clear and the team on the Wandera helpdesk was always available for support. They really know what they’re talking about and responded to our queries quickly.”

CUSTOMER



HillFresh is a leading online wholesaler of fresh produce delivering quality products year-round from different parts of the world.

INDUSTRY

- Food and Beverage

SOLUTION

- Wandera Secure
- Wandera Extend
- Wandera View

RESULTS

- Annual saving €34,700
- Data consumption reduced by 68%
- ROI of 850%

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- Mark Zoetewej

RESULTS

HillFresh now enforces policies through Extend across domestic and roaming devices restricting the data cap to 450MB. They have also been able to defer non-work related app usage such as Facebook, YouTube, Netflix and Spotify.

Since implementing Wandera, HillFresh's mobile bills have been greatly reduced adding up to a saving of roughly €34,700 annually which equates close to 850% return on investment.

"We're very pleased with the cost saving and control that we've gained since deploying Wandera. We've seen nearly 68% costs savings on our mobile bills, so we would recommend the service to any company with mobile workers."

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- Mark Zoeteweij

ABOUT FLEXINETS

FlexiNets is the leading Wandera supplier in the Nordic region, with over 100 corporate customers. This covers major global industrial corporations, financial institutions, governmental bodies and trading companies, ranging in size from 50 000 users down to a few, located all over the world. The common denominator is international travel, and a requirement for productivity on the road and structured control of mobility cost.

FOR MORE INFORMATION VISIT WWW.FLEXINETS.EU

ABOUT WANDERA

Wandera's Secure Mobile Gateway enables the next generation of enterprise mobility, operating both on device and in the cloud. Organizations can protect their data from mobile threats, and optimize data usage to reduce costs. Wandera is recognised as a Gartner Cool Vendor in enterprise mobility.

FOR MORE INFORMATION VISIT WWW.WANDERA.COM