

Case Study

Mobile Printing in the Beverage Industry

Easy printing from tablets and smartphones

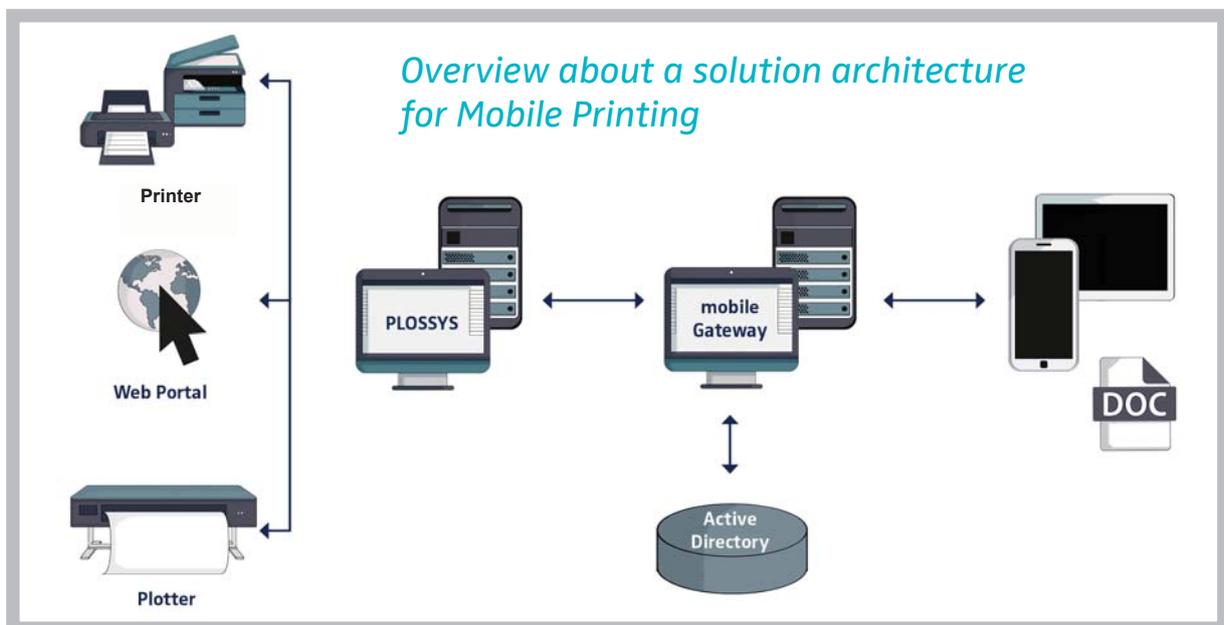
- A large international beverage manufacturer was looking for a manufacturer-independent mobile printing solution
- 500 field representatives were to carry out their work via tablets (Apple, Android) instead of laptops in the future, and also be able to print documents such as contracts, packing slips and mail attachments with them
- SEAL Systems' mobile printing solution was able to solve this problem easily

A large international beverage manufacturer gave all its sales representatives tablets instead of laptops, as part of an upcoming hardware rollout. The objective was to make work smarter this way, as all business applications necessary for the sales reps are already available via app. Tasks to be carried out with a tablet included printing out contracts, agreements, packing slips, notes and e-mail attachments. A generic option was sought to enable printing from a tablet or smartphone in order to solve this problem, which looked simple at first glance.

Manufacturer independence as criterium

The proprietary solutions of individual tablet and smartphone providers quickly hit their limitations in a corporate or business environment, and so SEAL Systems was brought in to enable document printing from devices with Apple iOS and Google Android operating systems, and at the same time meet the various demands of 500 sales reps.

Priority was placed on simple integration per mobile device management (MDM) and a user-friendly operation on the end device as well as flexible output from location printers, which includes classic direct printing



and convenient secure & pick-up printing, also known as pull printing. Likewise, various file formats like PDF, TIFF, JPEG, Microsoft Office documents and simple e-mail attachments should be able to be processed without difficulty. Finally, it was also necessary to ensure authentication and cost center billing. The manufacturer-independent mobile printing solution from SEAL Systems was able to fulfill these requirements, which turned out to be more complex than initially thought.



central middleware (on Premise or Private-Cloud) and all services protected at all times against local system failure. An AD/LDAP coupling also exists with which end users can authenticate automatically and specific cost centers can be analyzed. And the hardware-specific end processing for the respective printers takes place over the central middleware.

SEAL Systems was able to easily connect all the company's operating systems and printer fleets or printer types with each other through this holistic approach. Regardless of what printer providers or operating systems the customers will introduce in the coming years, the new software for mobile printing is geared toward sustainability. Moreover, SEAL Systems offers solutions for the processing and hardware-neutral output of information or documents from other business applications such as ERP, PDM/PLM systems, Windows, Citrix and Terminalserver applications.

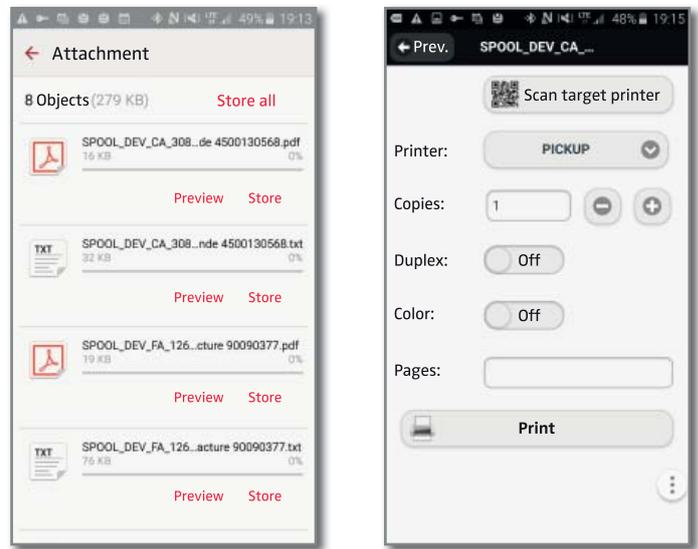
Individual adjustment to customer needs

Through SEAL Systems' modularly applicable output management it's possible to implement a company-wide mobile printing easily and safely. Since SEAL Systems itself develops apps, the software company can integrate any operating system and individually cater to customer demands or processes.

Easy administration and management plays an important role in complex infrastructure environments. Our apps can be easily installed on end devices such as tablets using extensive mobile device management (MDM). Thanks to the mobile printing app's user-friendly interface, every employee can send existing documents and e-mail attachments to any printer (depending on location) and have them printed on site per authentication. Hence the focus is on both security and the elimination of paper.

Administration and user-friendliness

The end user sees nothing of the manifold processing steps until the paper finally arrives in the printer tray. In order to ensure an administration-friendly mobile printing, all relevant printers are recognized in the



Debra Garls is the expert for your questions concerning output management solutions

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