

# SOTI



SOTI MOBICONTROL



LOGISTICS



APPLE IPHONE 6  
& ZEBRA TC55



APPLE IOS &  
ANDROID



EUROPE (UK)

SOTI is a proven innovator and industry leader for simplifying business mobility and making it smarter, faster and more reliable. SOTI helps businesses around the world take mobility to endless possibilities.

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# CUSTOMER SNAPSHOT

## SOTI Keeps apetito Customer Data Private and Confidential

For almost 60 years the European frozen food company has supplied nutritious meals to the health and social care sector. The company employs over 1,200 workers at its headquarters in Trowbridge, as well as production facilities, distribution centers, and service depots across the UK. apetito is committed to producing great food and conducting business in an ethical and sustainable way.

### The Challenge

Every day apetito prepares and delivers tens of thousands of frozen meals across the UK, France, Germany, the Netherlands and Canada. Drivers use rugged devices and an intelligent route planning app to optimize their daily deliveries. The business is issued with Apple iPhone 6s smartphones provisioned with off-the-shelf and custom apps. Both categories of devices contain sensitive customer data. For apetito to comply with new industry regulations regarding customer data protection, it needed a single solution that could secure and manage both types of devices, Android and iOS.

### The Solution

Apetito has been a SOTI MobiControl customer since 2012 when it was brought in to manage the company's rugged devices. The company had tried solutions from BlackBerry [Good Technology] and MobileIron, but they were found to be too cumbersome for its needs. In addition to basic mobility management functions such as enrollment and app provisioning, SOTI MobiControl provided some key features to eliminate customer data loss. Integrated location services made it easy to track a lost or stolen device, lock it down and wipe the content if it was deemed not recoverable.

### The Results

SOTI MobiControl has met all apetito's data protection requirements. The most common support calls from the field have been requesting password resets. SOTI MobiControl works so well, apetito plans to deploy a number of new Apple iPads before the end of the year.



**“The math is simple with SOTI: it doesn't come down to the number of lost phones the company has been able to recover. Instead, it comes down to the ability to continue to protect our customers and keep communication confidential, which is priceless.”**

**Mike Calverley, apetito**  
IT Service Delivery Manager

