



# PRESS KIT

SOTI is the world's most trusted provider of mobile and IoT management solutions, with more than 17,000 enterprise customers and millions of devices managed worldwide. SOTI's innovative portfolio of solutions and services provide the tools organizations need to truly mobilize their operations and optimize their mobility investments. SOTI extends secure mobility management to provide an integrated solution to manage and secure all mobile devices and connected peripherals in an organization.

For more information, please visit: [www.soti.net](http://www.soti.net)

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## FAST FACTS

- **25+ years** managing mobility
- **17,000+** customers across 176 countries with over 20 million mobile devices under management
- A Canadian and privately-owned company with over **1,400 employees**, operating across **28 countries worldwide**
- **12 Regional Offices:** Three in Mississauga, Ontario (Global headquarters), Waterloo, Ontario (Research & Innovation), Birmingham, UK (EMEA headquarters), Galway, Ireland, Gothenburg, Sweden, Gurugram, India, Kochi, India, Melbourne, Australia (APAC headquarters), Tokyo, Japan and Dubai, UAE (MENA headquarters)
- SOTI's partner ecosystem is expanding with over **4,000 channel partners** including resellers, distributors and over 200 OEM partners

“Mobility has evolved from a ‘nice to have’ to being fundamental to the success of business operations and critical systems that run today’s enterprises, which we refer to as ‘business-critical’. At SOTI, we pride ourselves on being trusted and reliable advisors to our customers and partners. As technology evolves, we continue to innovate and develop real solutions for the biggest mobility and IoT challenges faced by the modern enterprise.”

– Carl Rodrigues, CEO and Founder of SOTI

## ABOUT SOTI

Founded in 1995 and born from the visionary concepts of President and CEO Carl Rodrigues, SOTI pioneered the mobility management industry long before smartphones became prevalent, becoming the world's most trusted provider of mobile and IoT management solutions. The company's first product, SOTI Pocket Controller, became an international bestseller and later evolved into SOTI MobiControl, the company's flagship Enterprise Mobility Management (EMM) solution. With the launch of the SOTI ONE Platform, an integrated suite of technology solutions designed to reduce the cost, complexity and downtime of business-critical mobility, SOTI is a worldwide leader in mobile and IoT management.

SOTI works with over 17,000 enterprise customers across the globe, with a robust portfolio of innovative solutions and services that demonstrate a deep understanding of the importance of managing and securing devices, apps, content and corporate data. SOTI provides the tools to enable, optimize and secure mobile investments, whether they are corporate-owned, purpose-built or employee-owned. SOTI's deep cross-platform solutions and world-class support allows enterprises to streamline and maximize their operations by realizing the full value of their mobile and IoT investments.

From a one man start-up, to a strong global player employing more than 1,200 people across 12 offices worldwide, the privately held company headquartered in Mississauga, Canada, continues to expand into new markets. To strategically meet the needs of its many international customers, SOTI operates 12 regional offices globally including in Canada, UK, Ireland, Sweden, India, Australia and Japan, with plans for more as the company grows.

“With SOTI, the McDonald's 'Experience of the Future' program represents the biggest investment and operational change in its 41-year history in the UK.”

– McDonald's

## LEADERSHIP

CARL RODRIGUES - PRESIDENT, FOUNDER AND CEO



Carl Rodrigues was working as an IT consultant when he realized the potential of viewing and managing mobile device screens from a desktop display. This early innovation allowed him to start his own business, putting SOTI ahead in one of the largest growing markets – Enterprise Mobility Management (EMM). Building on this early lead, Carl's passion for innovation, and focus on high quality products and solutions, has helped SOTI become one of the fastest growing, profitable and self-sustaining companies positioned for growth worldwide. Carl is leading the company on a continuous path for growth and expansion, and as a trailblazer in the industry, has become an industry thought-leader speaking on the topics of mobility and innovation, IoT, mobile industry trends, cybersecurity and entrepreneurialism.

## SOTI SOLUTIONS

The choice of over 17,000 enterprise customers worldwide, across 176 countries, including some of the world's largest organizations in nearly every industry, including: American Airlines, Peninsula Hotels, McDonald's and many more leading global organizations.

Quality and innovation drive SOTI's commitment to remaining at the forefront of mobile and IoT management and security through researching and developing solutions that address some of the biggest challenges of the fast-paced mobility market. SOTI also understands that one size does not fit all, so its solutions go beyond to suit every need. With the launch of the SOTI ONE Platform, the company's technology now enables companies to deliver advanced capabilities that go above and beyond what's possible, with an integrated suite of mobile-first solutions. Every organization uses mobility in a unique way, so cookie-cutter solutions with basic capabilities simply don't make the grade. Offering deeper, more powerful mobile and IoT management and security allows organizations to truly optimize their investments.

“SOTI MobiControl is so powerful and easy-to-use that it allows a single IT person to manage over 100,000 Android devices located around the world. With SOTI, we saw significant time and cost savings. Most importantly, our customer support improved as partner restaurants experienced fewer problems with their order processing and in-store devices.”

- Delivery Hero

SOTI is an industry leader, providing world-class customer support that stems from its long-standing expertise. Customers and analysts consistently praise SOTI for its comprehensive support and services that enable mobile strategies to meet and exceed expectations.

At SOTI, it's about more than just the software; customers and partners turn to SOTI for mobility best practices and lean on SOTI's team of mobility experts as their trusted advisors every step of the way. Because SOTI concentrates on listening to customers and takes a comprehensive approach to the evolution of EMM, the company delivers a new and diverse set of solutions that address a wide range of pain points customers are experiencing in areas that are critically important to their business. The company provides expertise on every level, and for every deployment, no matter how large, small, unique or straightforward the mobility needs of its customers.

“We require rugged Android devices that are functional, reliable and competitively priced. But it is not just the device, it's the service and maintenance that comes with it that is critical to the running of our operations. In addition, because we develop our own desktop and mobile applications, ongoing support for future versions of Android is incredibly important to us to ensure we can continue to take advantage of future innovations.”

- Innserve

## PARTNERS

SOTI has built an ecosystem of over 4,000 partners strong that bring business value and share in the drive for innovation. SOTI works closely with leading hardware and software companies to understand the mobility market, forge innovative roadmaps, and optimize the integration between products and solutions. Through SOTI's award-winning SOTI Altitude Partner Program, SOTI and its channel partners build joint customer value across vertical markets and around the globe.

“We created our new applications with SOTI Snap very quickly and tailored them completely to our needs. Shortly after the introduction we could already see massive operational and commercial advantages for us. With these apps, we not only save our company time and money, but also make the work of our drivers much easier. The benefits are enormous.”

- APM







## AWARDS & RECOGNITION

SOTI has been recognized for its industry leadership with numerous prestigious global awards:

- IoT Evolution World **IoT Evolution Product of Year Award** for SOTI Connect, 2020
- SaaS Awards **best SaaS for Web or App Development** for SOTI Snap, 2020
- IoT Breakthrough Awards **Enterprise IoT Management Innovation Award** for the SOTI ONE Platform, 2020
- IoT Evolution **IoT Excellence Award** for SOTI Connect, 2020
- IoT Evolution **IoT Platforms Leadership Award** for SOTI Connect, 2020
- PC Magazine **“Editors’ Choice”** for MDM, 2019, 2018, 2017, 2016
- The Globe and Mail’s, Report on Business Magazine ranking as one of **Canada’s Top Growing Companies**, 2019
- TMCNet **IoT Evolution Product of the Year**, 2019
- Certified **Great Places to Work Canada**, 2019, 2018, 2017, 2016
- Ernst & Young **Entrepreneur of the Year Award Winner**, Carl Rodrigues, 2018
- **Deloitte Technology Fast 500**, North America, 2018, 2017, 2016

“Since using SOTI MobiControl, we’ve benefited from rapid improvements in our device configuration times, as well as a sharp decrease in technical support requests within our business. These improvements have allowed our IT team to focus on our business needs, rather than troubleshooting mobile device problems. Downtime issues can now be quickly resolved, and we can deploy apps to the field seamlessly. SOTI has helped drive our business forward, and we continue to see massive cost and time savings.”

– Eczacıbaşı

## BOILERPLATES

### SOTI ONE Platform

The SOTI ONE Platform is an integrated suite of solutions designed to reduce the cost, complexity and downtime related to business-critical mobility. Comprised of six revolutionary products, the SOTI ONE Platform helps businesses remove functional silos, eliminate downtime, build apps faster, manage all mobile and IoT devices in one place and deliver actionable insights. When everything is connected, the SOTI ONE Platform makes mobile and IoT business operations simpler, smarter and more reliable.

### [SOTI Snap](#)

SOTI Snap is a cross-platform mobile app development solution built for businesses. It empowers organizations to build the mobile apps they need quickly and cost-efficiently, without the need for specialized resources. Anyone can build an app by dragging and dropping the widgets they need so businesses can prototype, iterate and deploy apps in minutes or hours, not days or weeks. SOTI Snap takes the cost, complexity and coding out of mobile app development for your business.

### [SOTI MobiControl](#)

SOTI MobiControl makes Enterprise Mobility Management (EMM) easier than ever before. It empowers companies to securely manage any device or endpoint with any form factor and any operating system throughout their entire lifecycle; from deployment to retirement. It controls all aspects of business mobility, from tracking physical assets to managing apps and content, all while keeping devices and data, safe and secure.

### [SOTI XSight](#)

SOTI XSight enables the rapid resolution of app and mobile device issues. By leveraging advanced diagnostics and analytics, IT administrators can improve performance and reduce operating costs of business-critical mobility.

### [SOTI Connect](#)

SOTI Connect is an IoT solution built for business that provides complete lifecycle management of IoT devices within an organization. Its highly flexible, data-driven architecture means that new IoT devices can be quickly supported and managed, reducing the time-to-market for IoT initiatives. This first release of SOTI Connect focuses on the management and support of specialized printers used for business-critical tasks.

### [SOTI Identity](#)

SOTI Identity enables simple and secure access to the SOTI ONE Platform suite of solutions. It provides centralized user authentication, single sign-on and role management, empowering organizations to create seamless, integrated mobility management workflows.

### [SOTI Central](#)

SOTI Central is an online community for SOTI partners and customers, and makes it easy for customers to connect, communicate and collaborate with product experts and other solutions providers, to get the most out of their mobility and IoT deployments.



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

[soti.net](https://soti.net)

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