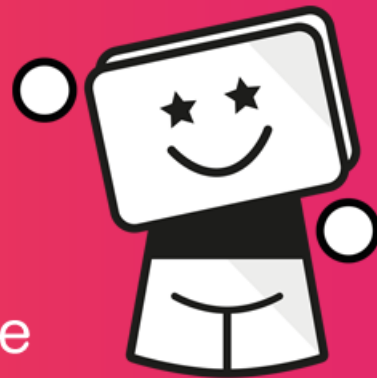


"With deskMate, our sales representatives are more flexible and have an innovative approach to our products."

deskMate  
POWERED BY KIVITO



Cloud WorkSpaces made simple

### Innovative desktops, flexible field sales - with Kivito deskMate

Our customer has been developing, producing and selling innovative foam products for a wide variety of industries and applications for more than 35 years. The core business is focused on building sealing and the development of technical foams.

With its own sales offices and logistics centers, it is represented in European countries such as Great Britain, France, Poland and Scandinavia. Customers worldwide rely on the innovative products of the company.

#### The first impression:

The first impression is crucial. An innovative appearance fits for innovative products. More and more sales representatives are therefore to be equipped with smart IT equipment such as tablet PCs. It is not uncommon for IT departments to face major challenges. Not all applications can be installed on such devices. Existing data security concepts often cannot be applied to these device classes and represent a data protection risk. Synchronization of the data and programs is cumbersome and often causes frustration for the users.



## CHALLENGES

- Laptop PC's of the field staff should be replaced by lighter, stand-alone Apple Ipad Air devices.
- Even non-IOS-capable Windows applications should be able to be used.
- Company-relevant data should not be stored on the tablet PC, but directly in the secure data center.
- The solution must be flexible and quickly extendable.
- Centralized management of all iPad Air devices.
- Ideally the same desktop interface on Apple mobile devices and Windows desktop devices.

## SOLUTION

- Sales tools are centrally installed and maintained. There is always only one version and configuration status.
- Central management of data on a deskMate installation with accessibility from anywhere at any time.
- Access via HTML5 browsers from any desktop or mobile.
- Ensuring data security and data protection through ISO 27001 certified hosting in a German data center.
- Monthly billed service with monthly notice periods.

## ADVANTAGES

- Customer and project data are always in the secure data center, even if a tablet is lost.
- Sales tools are always up to date, even with field staff. The administrative overhead of updating has been significantly reduced.
- The use of high-quality, stylish terminals increases the acceptance of the employees. At the same time, these devices are lighter and easier to use when standing.
- Pooling requires fewer licenses.
- Thanks to the deskMate solution, freelancers or project employees can also be flexibly and securely integrated into the company.

### About deskMate:

deskMate is a trademark of Kivito GmbH.

deskMate is based on the trueDaaS technology, a cloud generation software developed in Germany of the newest generation. The technology enables the use of any software - independent of the underlying operating system - on a virtual desktop. With deskMate, the company also offers desktop-as-a-service (DaaS) "made in Germany" for small and medium-sized companies. The processing of the data takes place exclusively in German data centers with the highest security standards.

In 2014, the trueDaaS technology was recognized by the Experton Group as a rising star in the cloud desktop sector. In September 2016, deskMate was confirmed by Forrester Research as one of the world's leading cloud workspace technologies.

More information and a free trial at [www.deskmate.cloud](http://www.deskmate.cloud)

More information about the company  
Kivito GmbH: [www.kivito.com](http://www.kivito.com)