

## Integrated Solutions for a mobile sales force

# Sprint helps East Coast Metal Distributors access inventory and process orders from remote locations

### Challenge

East Coast is a growing company with 24 locations across the Southeast United States. Their outside sales force was not able to access company applications and information from where they most often do business: their customers' locations. They needed access to real-time inventory and order processing while away from their home offices.

### Solution

East Coast purchased IBM T40 ThinkPads and PCS Connection Cards from Sprint. The cards, a mixture of Novatel Merlin C201s and Sierra Wireless AIRCARD 550s, operate on the Sprint wireless network, allowing the sales force to have access virtually anywhere.

East Coast also deployed a Citrix MetaFrame XP Presentation Server and has Windows 2003 Server on its integrated xSeries servers. This allows all East Coast employees secure access to their mission critical data from remote offices using minimal bandwidth.

Sales executives now bring all of the resources available to the corporate and branch offices directly to their laptops while sitting across the desk from their customers.

