

vablet® Success Story

Solution: Product Sales App for Field Reps

Customer Profile: Volm Companies

Easy to Deploy.
Easy Use.



The Company

Volm Companies, Inc., a company founded in 1954 and headquartered in Antigo, WI, manufactures and distributes custom packaging for high profile brands such as Dole, Sunkist and Green Giant. They also

distribute consumer items such as snow and garden fences, shade cloth and privacy fabric to national and regional retailers such as Menards and Fleet Farm.

The Problem

Volm is committed to taking advantage of new technology and was exploring the process of transitioning their sales team from laptops to iPads. Bill Volm and his software developer visited a nearby Apple Store to learn about tools in the AppStore geared for sales forces.

The vablet Solution

The Apple Store Business Manager referred Volm to the vablet content management app and many vablet of the vablet features were a perfect fit for their transition to iPads:

- A centralized method for managing and distributing sales collateral
- Secure file deployment as well as secure tiered user roles
- Efficient access to video media - locally on the device and via a YouTube Channel
- Integrated emailing of material to prospects
- Integrated HTML content with product specs from their website
- The convenience of using many sales tools within a single app

Success!

Just 60 days after Bill's visit to the Apple store, he was scheduling deployment of the vablet solution onto the 25 iPads he had purchased.



vablet®

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Complete File Access & Control

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Enterprise API

SalesForce

Box



"I had our first iPad rollout meeting last week. It was quite successful. Our people really do like Vablet."

~ Bill Volm | Volm Companies