

# Case Study

## Uniphar Group

### Empowering the mobile worker



#### Company Background

UniPhar plc, is a leading distributor of healthcare products to community and hospital pharmacies in Ireland.

With an annual turnover of over €618 million, the UniPhar group employs over 620 people in locations throughout Ireland.

#### The Challenge

UniPhar maintain close contact with their customers through their field-based staff who are constantly on the road. These laptop equipped field staff required access to customer management, order processing and e-mail applications while on the road. The solution needed to be easy for the staff to use, be easy to manage and provide access no matter where employees were. The solution also needed to provide the highest levels of security and access control.

#### The Solution

AccessMyLan.com enabled UniPhar deploy secure remote access to road-based staff on laptops equipped with O2 3G data cards. With national coverage on the mobile network, Uniphar staff are able to maintain constant contact with the office for e-mail, order processing and customer relationship management.

AccessMyLan.com provides easy deployment, easy management and the high levels of security required. Employees have Internet access provided via AccessMyLan.com through the Uniphar network enabling content and access control on all mobile Internet access.

#### The Benefits

- Increased efficiency of mobile employees
- Better customer service
- Faster order processing
- Low maintenance solution

accessmyLAN™

#### Location

Dublin, Ireland

#### Industry

Pharmaceutical Distribution

#### Value Assessment

"Security and Rapid Rollout - for me the mere mention of these together always conjures up frightening thoughts! AccessMyLan.com not only eliminated these concerns but to also empower our representatives with such simplicity speaks volumes for the solution. Individual application Security & Access Control was a key pre-requisite which AccessMyLan.com also addressed"

Eugene Connell,  
Group IT Manager

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