

High accessibility and secure operation: dairy Milchhof Sterzing controls its mobile devices with AppTec360 Endpoint Manager.



The Milchhof Sterzing dairy processes around 170,000 liters of milk from member farms into yogurt every day, making it one of the largest producers on the Italian market. The dairy supplies the yogurt to retailers throughout Italy, as well as in Germany and Austria. To ensure smooth administrative, warehouse and logistics processes, the company relies on smartphones and tablets to facilitate regional deliveries, for example.

“Since we are dealing with perishable goods, every minute counts in the warehouse and in logistics, and so does the availability of mobile devices,” says Florian Astenwald from Milchhof Sterzing. “With AppTec360 Endpoint Manager, we can ensure that everything always works, and with minimal effort and low cost.”

In South Tyrol, an autonomous province in Northern Italy, the peasant cooperative system is strongly developed. Many cooperatives were founded more than a hundred years ago with the aim of strengthening their members through the joint utilization and marketing of products.

Milchhof Sterzing is one such cooperative. Founded in 1884, the cooperative today consists of 543 members within a radius of about 50 kilometers around the Sterzing farm, whose milk provides the raw material for the cooperative’s production. In the dairy, the milk is mainly processed into yogurt and thus supplied to retailers throughout Italy, as well as in Germany and Austria.



“If there is a problem, I can intervene at any time and quickly deploy a replacement device thanks to AppTec360 Endpoint Manager.”

Florian Astenwald
System Administrator, Milchhof Sterzing

Modern technology at the Sterzing dairy farm

Quality has always been a top priority at Milchhof Sterzing. Therefore, great importance is attached to the raw material milk and it is strictly controlled. To achieve this, Milchhof Sterzing deliberately relies on modern technology - from milk delivery to shipping. The cooperative's cold store, for example, is fully automated. Here, up to 800 pallets of dairy products are made ready for dispatch every day. The freshly produced yogurts are packed into cartons and stacked on wooden pallets while still in production. Self-propelled forklifts then automatically move the pallets to a designated place in the warehouse.

“Disruptions can occur from time to time, for example if a pallet gets stuck or a pallet order is processed incorrectly by the system,” explains Florian Astenwald, system administrator at Milchhof Sterzing. “In this case, the employees in the logistics department are informed of the error via smartphone and can often resolve the problem remotely.”



Digital control of regional delivery processes

Mobile devices also play an important role for the eight regional sales drivers who use their delivery trucks to supply bars, village supermarkets and hotels in the region with Milchhof Sterzing products. They have recently started using Android-based smartphones and tablets, which make it much easier for them to process customer orders for yogurt, fresh milk, fresh cream and butter. With the tablet, drivers have an overview of the items in their vehicle at all times and can reorder missing goods depending on stock levels. Their data entries are transmitted via cell phone to the head office, which also creates the invoice for the customer at the end of the month from this database.

“I was impressed with how quickly the appliance delivered with the AppTec360 solution integrated into our virtual environment.”

Florian Astenwald
System Administrator, Milchhof Sterzing



Work made easier thanks to automatic configuration and central management



"We manage our mobile devices with AppTec360 Endpoint Manager. This allows us to automatically configure the devices via profiles, for example, and to easily install our in-house software from a central location," explains Astenwald.

"That means an enormous workload reduction for us." For Milchhof Sterzing, as a producer of quickly perishable goods, the availability of the equipment is extremely important, he says. The products are delivered early in the morning, and downtime of several hours is unacceptable. "If there is a problem, I can intervene at any time and quickly deploy a replacement device thanks to AppTec360 Endpoint Manager."

Low cost and high profit

One of the most important reasons for using a mobile device management solution was the issue of security. Therefore, it was a key factor for Astenwald that AppTec, as a Swiss company, is based in the European legal area. Another important security aspect was the ability to remotely wipe a device, for example, to prevent unauthorized access to company data in the event of loss.

Finally, the option to encrypt the website via the open, automated certification authority 'Let's Encrypt' is also an enormous advantage for the dairy. "This saves us the effort of having to manually issue and integrate a new SSL certificate, which also saves costs," says Astenwald. This fits in with the solution's overall very good price-performance ratio: „The costs are very low, and we've been able to get a big return on those low costs with the software."

About AppTec

Founded in Basel in 2011, AppTec has now won over 6,400 customers with its simplified and accessible mobile-first solution. AppTec is a Leader in the Crisp Vendor Universe Quadrant and has received several awards as the best mobile device management solution.

Want to learn more about mobile device management with AppTec360? We would be happy to show you how our AppTec360 Endpoint Manager works in an individual WebEx demo session. Just send us an email at sales@apptec360.com

For more information, please visit www.apptec360.com

Today, Florian Astenwald manages a total of 60 smartphones and tablets with the AppTec360 Endpoint Manager, which are used not only in the warehouse and logistics, but also in administration. The on-premise model of the AppTec solution has already been in use at the Sterzing dairy farm since the end of 2015. "We first came into contact with AppTec at a trade fair," says Astenwald. "As a result, we decided to take advantage of the 25 free licenses and test the solution." He says the AppTec360 Endpoint Manager was so well-accepted at Milchhof during the test phase that they decided to roll out the solution company-wide without further product evaluation. "I was impressed with how quickly the AppTec360 solution integrated into our virtual environment," Astenwald continued.



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