



MicroVention

“Replacing our pen and paper processes with MobileFrame’s solution has increased the efficiency level of MicroVention’s field force by at least 80%. We now have our inventory cycle count totals stored in a database so we can run reports and make management decisions in real time, which is invaluable to our management team. MobileFrame’s solution allows us to easily make changes to our applications as our requirements change, which was very important to us when selecting this software.”

- Somchai Moy, Project Manager

INDUSTRY:

Medical Devices

PRODUCT:

MobileFrame Business Suite™

APPLICATIONS:

- Asset Tracking
- Warehouse Management

MOBILE DEVICES:

Any .NET enabled device

- Pocket PC
- Laptop
- Tablet PC



CLIENT

MicroVention is a rapidly growing medical device company that is pioneering the development of catheter-based technologies for the endovascular treatment of peripheral and cerebral vascular diseases.

BUSINESS ISSUES

MicroVention employs sales representatives who are responsible for conducting inventory counts at various hospitals where their products are used. These reps need to reconcile the amount of physical inventory at the site with the records in their ERP system, which is Expandable Software. Prior to installing MobileFrame, the sales reps recorded these inventory counts on paper forms, then tried to reconcile the figures against the actual inventory by reviewing reports generated from Expandable. Microvention’s office staff had to manually enter this data into Expandable, which often resulted in transcription errors, wasted labor hours and was an inefficient use of the staff’s skills.

MOBILEFRAME SOLUTION

MicroVention selected MobileFrame’s solution as their mobile platform because it eliminates custom programming through an intuitive, user friendly point-and-click desktop, enabling novice computer users to easily deploy sophisticated custom mobile applications. With integrated intelligent networking, prioritized synchronization, remote device management, and remote software updates all built into one software platform, MobileFrame significantly streamlines mobile application development. MobileFrame’s solution is based on a thick client so that mobile workers always have their applications available to them whether or not network connectivity is continuously available.

MobileFrame’s solution allowed MicroVention to create mobile applications that were completely customized to their own requirements. The sales reps now conduct their inventory counts on handheld devices that have a built in scanner. Once a product is scanned, the product data is auto populated from the database. This allows the reps to quickly compare the inventory count in the Expandable database with what is actually on hand at the hospital.

MobileFrame’s software enables MicroVention’s field force to capture photographs, voice notes, sketches, digital signatures and bar code scans, all embedded in their mobile application. Since MobileFrame’s platform can be used to deploy an unlimited number of mobile applications across the enterprise, MicroVention also deployed mobile apps to manage their warehouse operations such as shipping and receiving logistics. Deployment of this first inventory tracking mobile application provided MicroVention with an immediate ROI, including:

- Up to date inventory counts at each customer location
- Elimination of transcription errors by both the reps and the back office staff
- Increased productivity of both the office staff and the sales reps in the field. The reps now complete their cycle counts in a fraction of the time previously required.