



Enterprise Mobility-Solutions for Retail, Energy and Utility Services, Financial and Insurance Sectors

SCOLVO is coming to Germany

Munich, 11 October 2016 – SCOLVO, a leading company in Enterprise Mobility in Europe, expands its business activities further on and enters the German market with a unique method to implement mobile applications quickly and efficiently for the working world. The company would like to take advantage of the market potential for mobile and user-friendly enterprise solutions in retail, energy and utilities as well as in the financial and insurance industry and meet the growing demand in these sectors. The first channel partner is QUANTO Solutions GmbH based in Stuttgart.

“Germany is a strategic market for us, because Germany is the largest single software market in Europe and accounts for about a quarter of the value of the entire European market. According to a recent analysis, more than half of the major German companies already have their own budgets for the modernization of their IT infrastructure and the development of their digital business processes”, said Csaba Csepeli, Chief Executive Officer of SCOLVO. “Our experience shows that a large part of the management is aware that digitalization has a strong impact on the changes in daily workflows. We have also recognized the potential benefits of increased employee productivity and the smoothly running of workflows”, adds Csepeli. “However the introduction of mobile solutions is nowadays often complex and involves a great deal of effort, the processes are often not designed to be integrated, and the applications are not very user-friendly. We are walking here on new roads. Our unique approach is to provide “ready-to-use”, fully customizable applications with a unique ease of use, ready to be used within a few days. In this way, we are changing the workflows of millions of employees and transplant fun and the user-friendliness of consumer applications into the working world.”

Mobile and Intuitive Solutions for Productive Work

With **SCOLVO Process** and **SCOLVO Sales**, SCOLVO offers two solution environments that transform business processes and business situations into user-friendly and intuitive applications very quickly and efficiently, using a unique method based on predefined micro-situations.

SCOLVO Process has been designed to help organizations to easily monitor and control their sales force, such as for example the different tasks like the control of product placement in a store, meter readings, or on-site damage assessment. SCOLVO Process provides full coverage from task management to reporting, a defined workflow management, intuitive multichannel data management, an easy-to-use, predictive interface, as well as communication tools, performance reviews and reports.

SCOLVO Sales is ideal for companies with field sales and mobile sales representatives to centrally manage, process and monitor sales processes with real-time data access. Users can use the professional solution to ensure a consistent and efficient customer interaction and create a positive customer experience. The functions of SCOLVO Sales include, for example, workflow-based presentation templates, charts, contract management and pricing, as well as participative selling and manager dashboard reports.



SCOLVO Solutions include a complete end-to-end system and a connected service with the back end, front end and user interface. It consists of the user interface, as well as the application available on the mobile, which provides a positive customer experience, the situation designer as front end, which defines the specific mobile work processes covered with the app, and also allows customers to choose the best practice templates from pre-defined modules as well as the management hub as a back end system, which enables administrators to control the entire process and access the data in real time. The management hub also ensures a seamless connection to existing enterprise solutions such as ERP or CRM systems. The SCOLVO solutions are operated in the cloud and are billed in a pay-per-user model. Cloud provider is Amazon Web Services.

These forward-looking applications from SCOLVO are already in use today at renowned companies such as Aegon Insurance, Roche, EON, Novartis Pharmaceuticals, Rewe Group, Erste Group and GS1 International. More than 20,000 employees in more than ten countries use SCOLVO solutions.

Development of the Indirect Marketing and Sales Channel - the First Channel Partner QUANTO

SCOLVO is developing a partner network of system integrators, consulting companies, software providers and mobility specialists in Germany and will market and sell its solutions indirectly. The company supports partners intensively in winning customers and project generation and implementation, and ensures optimal customer support. Partners receive comprehensive sales and marketing support. These include, among others, partner training and webinars, lead sharing, marketing materials and joint campaigns, partner events and end customer workshops as well as second-level support.

"We want to build a powerful and professional channel, because a network of reliable partners is - in addition to high-quality solutions - a decisive factor for our success in Germany," adds Krisztian Toth, SCOLVO's Chief Sales and Marketing Officer. "We will intensively support our partners in exploiting the market potential and ensure a continuous know-how transfer. We also offer our partners very attractive conditions."

As the first partner on the German market, SCOLVO was already able to win the SAP consultancy firm QUANTO Solutions GmbH, represented in Germany with 7 branches. "SCOLVO products enable us to deliver native mobile solutions to customers within a short period of time. The greatest strength of the products is their easy configurability, without the necessary adjustments," explains Stephan Heldrich, Director of QUANTO Solutions GmbH. "With the SCOLVO products, we will be able to shorten the project runtime extremely and thus help our customers save on the cost of implementing mobile solutions."



About SCOLVO

SCOLVO is a leading European provider of enterprise mobility solutions with a unique method to quickly and efficiently create mobile applications for the working world. SCOLVO creates business situations in ready-to-use applications that increase the productivity of employees and bring ease-of-use and the fun factor of consumer apps into the working world. Based on its 15 years' experience in enterprise mobility, SCOLVO has developed ready-to-use products that are based on industry-specific best practices, fully customizable to customer needs, and can be deployed within a few days. In contrast to many enterprise mobility solutions on the market, the products, SCOLVO Process and SCOLVO Sales exactly offer the features that companies need in order to work efficiently, a unique user interface and therefore a high degree of user-friendliness. SCOLVO's innovative products are successfully used by renowned companies such as Aegon (insurance), Roche (pharmaceutical), EON (utilities), Billa (retail), Novartis (pharmaceutical), Erste Group (financial services) and several water and power companies, as well as the GS1 Group, and are used by more than 20,000 employees in more than ten countries. SCOLVO's unique solutions have made it easy to use consumer apps in a business context, and have won many awards, including the World Summit Award, the Mobile Application of the Year Award, the Excellent Hungarian Content Award, and more. For more information about SCOLVO, please visit www.scolvo.com.