

Case Study: Wausau Paper

"I thought it was pretty extensive what we asked for — but it's all there and working and it looks great."

Ray Lighthart, VP of Corporate IT

Relavis Mobilizer

Premier Paper Company Mobilizes Enterprise Application

The Customer:

Wausau Paper

Their Profile:

A 109-year old company with net annual sales of \$1.2 billion, Wausau Paper is known for its market leadership, innovative new products, and superior customer service.

Their Application:

It is a sophisticated Lotus Notes application that takes a customer's production specifications and routes it to all the appropriate people for approval and cost analysis.

Our Wireless Solution:

Relavis Mobilizer took their existing collaborative office solution and quickly brought it on to the teams BlackBerry devices. The new mobile application adheres to all the same security and data distribution rules as the office solution.

The Website:

www.wausaupaper.com

Wausau Paper has a custom workflow application that processes specifications for customer order inquiries. This Lotus Notes application routes customer production specifications from field account managers to a technical staff for a feasibility review. Then the accounting department performs a cost analysis, and develops a customer quotation. It's an ideal solution except that the field teams needed to physically return to the office and enter the data into the system in order to initiate the workflow process.

Enter Relavis Mobilizer

Thanks to Mobilizer's simple drag-and-drop application design tools and built in connector for Lotus Notes, it took just 4 days to create a robust mobile solution for Wausau Paper's field personnel. The result is that account managers can now initiate the entire process directly from the customer site on their BlackBerry's. And once the quote is ready, they can even send the quotation to the customer directly from the field.

Features and Benefits:

- Robust search capabilities
- Simple-to-use tabbed interface
- Ability to 'bookmark' frequently used customer information and documents
- Embedded email functionality
- Works completely offline — replicating with the Domino server automatically when connectivity is available
- 10:1 on-device data compression
- Honors the existing Domino application security model
- Faster customer response times
- Less margin for error when entering specification data because it's done right in the field
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For more information or to see a demo contact Tracy Patterson at tpatterson@relavis.com or +1 615 385-2495