



## Field Force Management Android Tablet

### Objective

SD Sealants is a family run business, first established in 1973 in Somerset. Since then it has steadily grown to be one of the largest, family run, sealant specialists in the UK with eight offices across England, Scotland and Wales.

Over the past 40 years SD has developed long standing relationships with many local and national customers and suppliers by providing a first class service, backed up with a quality of workmanship to meet the highest standards.

Prior to the app, SD applicators would use a transfer paper pad with four sheets that would need to be posted to the head office at the end of each week. The process would see documents get damaged or lost in the post, not to mention, adding to the time it takes to process orders.

Partly using funding from the Welsh Government for innovation, SD chose to work with Mubaloo to create a new app with the aim of helping SD double in size, reduce pressure on admin staff and improve the field force work process.

### Solution

The SD Sealants app, designed and developed by Bristol-based Mubaloo has been created to make SD operating model more efficient, helping the business to grow.

The main purpose of the app is to allow SD applicators to input job information on site, add photos and additional details to job files, access payment information and deliver information back to head office in real time.

The app enables SD to improve overhead recovery, reduce errors and allow the company to expand its service offering, including integrating the firm's recently launched cosmetic repair business.

Mubaloo worked with SD at every stage of the process from defining strategy behind the app, right through to development and deployment. As part of the strategy, SD wanted to deploy a device to its installers. The Android Nexus 7 was recommended by Mubaloo as it provides stock Android at a cost effective price.

### Result

SD believe that the SD Sealants app will enable it to double its turnover over the next two years. It is now being used by SD applicators across the UK, leading to a huge amount of improvements to both internal intelligence but also time saving. On average, the app has freed up an extra five hours, per worker on a weekly basis.



Week: £888.57

Month: £888.57

Delivery Tkt	Date	Site	Submit	Conf.	Outstand	Notes
AF04800007	14/03/2014	Tornead School, Tornead Road, Guildford, GU1 2JD	--	£0.32	--	
AF04800006	12/03/2014	Newbury Methodist Church, Northbrook Street, Newbury, Berkshire, RG14 1AN	--	£0.32	--	
AF04800004	12/03/2014	Chertsey Travelodge Hotel, Riversdeil House, Guildford Street, Chertsey, Surrey, KT16 9AJ	--	£5.96	--	
AF04800005	12/03/2014	Grondon Depot, Goulds Grove, Ewelme, Wallingford, Oxfordshire, OX10 6PJ	--	£5.53	--	
AF04800003	12/03/2014	Union Street Sub Station, (For Scottish & Southern Power), Union Street, Oxford, OX4 1JP	--	£10.44	--	Pending
AF04800001	10/03/2014	Pratts Pitt, Leighton Buzzard, Phase 17A	--	£865.00	--	
AF04800002	10/03/2014	Union Street Sub Station, (For Scottish & Southern Power), Union Street, Oxford, OX4 1JP	--		--	

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Register Consumables

Materials Used

Arbosil 1081 HM silic

Arbosil 1081

Client / Account No. / P

nes Building Group / 827 / BS20 6PN

A B Glass / 13 / SA5 4HF

A Hammond & Sons Ltd / 1142 / DT10 1DB

ust Homes (UK) Ltd / 4570 / RG19 9YA

ion / 24 / DT1 2PJ

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