


Empowering field sales team with remotely managed devices for better business productivity

With Michael Gleason | President at Gleco Paint



Quotes







“...I chose Hexnode because its pricing was good, and you guys were quick with the service.”

Industry
Building Materials

Location
Pennsylvania

Website
<https://glecopaint.com/>

Platforms

The story

Gleco Paint is a retail store chain that offers a variety of products ranging from indoor/outdoor paints, wallpapers, and window treatments along with expert design services. The company was established in 1987 by Michael and Stephen Gleason with three locations across northeast Pennsylvania. Gleco is authorized to provide repair services for airless paint spray equipment, but unlike other dealers, they allow customers to borrow a rental property free of cost, to help them complete their job while their sprayer is being repaired.

Gleco Paint consists of a growing sales team, extending their services from one-person outlet to three or four-person outlet. With the deployment of mobile devices in the organization, Michael, the President at Gleco Paint, enabled the remote sales team to better engage with the in-house staff and schedule follow-ups with the customers. He needed a system to maintain the confidentiality of the company while sharing files and other stuff with the on-field employees. Initially, he used passwords and other parental controls to manage the devices. Thereafter, a bit of research helped him understand the capabilities of an MDM system and the gains of implementing the same in the organization. Consequently, Michael started surfing blogs and other websites for finding the best MDM vendor available out there in the market. Finally, he set out to device management with Hexnode MDM as he noted that it has always shown up high in search results, and found its UI to be user-friendly, straightforward, and impressive.

“...I chose Hexnode because its pricing was good, and you guys were quick with the service.”

Michael Gleason
President at Gleco Paint



Michael had to look after a few iPhones and Microsoft Surface tablets that were on his account. He used Hexnode's location tracking functionality from time to time, with which he was able to fetch the real-time location of the devices. Hence, he could figure out the whereabouts of the on-field staff without any trouble. The integration of Apple Business Manager with Hexnode MDM enabled him to onboard new devices in the enterprise with ease. ABM allowed him to quickly enroll the iPads in the MDM without having to touch the devices physically. In short, Michael was able to deploy a device right out of the box to the MDM in less than half an hour.

“It's an excellent tool, helping me in my day-to-day activities. With Hexnode, I don't have to manage each device individually... It's just kind of setting up everything initially and then let it do its magic.”

Michael Gleason
President at Gleco Paint



Hexnode helped Michael in finding out the lost or misplaced devices within a short span of time. Likewise, he could deal with the other device management activities conveniently and save a lot of time from day-to-day. The service level from the tech support team is one of the significant factors that Michael admires about Hexnode. He found the customer support executives to be very professional in answering his questions. He was never left behind with any issue.

“Hexnode's location tracking is my favorite feature... It is very nice and easy to use.”

Michael Gleason
President at Gleco Paint

In a nutshell

Michael implemented Hexnode MDM in the organization to manage the devices deployed to the salesmen who go to construction sites, warehouses, and other regions associated with bulk sales. Hexnode increased the productivity in the workplace by decreasing the time and effort that he had taken to manage the devices manually. Moreover, he could stop himself from worrying about whether the devices are updated or on the right firmware. On these grounds, Michael happily recommends Hexnode to others who might be looking for an MDM solution for their organization.