



Toshiba Ireland and Sherry FitzGerald rollout 4G-Capable 2-in-1 laptops across their workforce

Since its foundation in August 1982, the Sherry FitzGerald Group has grown from a small fledgling company into a nationwide, diversified business operating in 97 different locations. Sherry FitzGerald currently employ over 515 people across the country, with 315 people directly employed in the 22 wholly owned offices across the residential and commercial property business (18 residential, 4 commercial), alongside a franchise business with an additional 69 offices throughout Ireland, separately employing over 200 people.

Sherry FitzGerald Group remains a privately owned Irish business that is committed to leading the marketplace, as they have done over the last 33 years.

The Challenge

In late 2014, Brian Dooley, Technology Director at Sherry FitzGerald Group, approached Unity Technology Solutions with a challenge in relation to their end user mobile devices and how they consumed IT resources and applications.

Neal Heaney, Business Development Manager at Unity Technology Solutions noted, "Many staff members were using multiple devices which were non-uniform and difficult to manage. Additionally, employees had changed how they conducted their working day and needed more flexibility in their approach. Sherry FitzGerald had recently implemented Direct Access, enabling remote users to access the corporate network any time they have an internet connection, without the extra step of initiating a virtual private networking (VPN) connection."

A powerful & ultra-connected solution: Toshiba's Portege Z20t

Unity Technology Solutions, a Toshiba Platinum Partner and a recent winner of Microsoft Ireland Enterprise Mobility and Devices Partner of the Year, introduced Sherry FitzGerald to Damien Farrell, B2B Channel Manager, Ireland at Toshiba Northern Europe. From this introduction and subsequent presentation of Toshiba's Business notebook range, it was agreed by all that the Portégé Z20t series ticked all the boxes – 17.5 hours battery life, lightweight, stylish, powerful, and most importantly after-sales service and technical support. Toshiba's Reliability Guarantee also offers customers their money back and a free of charge repair in the event any faults occur within the first year of purchase.

The next step in the process was for Sherry FitzGerald to get hands on with the product in a live environment. With Toshiba's new Buy and Try Satisfaction Guarantee, customers are able to test if the Portégé Z20t completely meets their requirements and if not, are eligible for a refund within 30 days. The model Sherry FitzGerald opted for, the Z20t-B-108, has 4G capability, allowing the user to be always on, always connected to the corporate infrastructure, whether at their Headquarters, a branch office, a residential client's home or a commercial business.

The response was positive and the benefits were very clear from the start. Being a detachable device, the Portégé Z20t offers more flexibility of use to Sherry FitzGerald's employees – who benefit from both the powerful performance of an Ultrabook and the portability of a tablet within one device. As well as being designed for mobility, the Portégé Z20t also offered the ability to capture images of properties with the screen's built in rear-facing camera and upload them straight to their website, removing the need for any additional photography devices on site. Importantly for those working on the move,, the Portégé Z20t also features an anti-glare screen, making it easier to view the device's screen in outdoor scenarios. Sherry FitzGerald currently have more than 90 users using the Portégé Z20t running Windows 8.1 Enterprise.

Brian Dooley of Sherry FitzGerald commented, "In effect, sales staff now have access to their full suite of software applications irrespective of whether they are based in the office or on the road. This increased flexibility has delivered a significant uplift in staff productivity when out of the office. For our clients, this means that we can complete transactions, reports and negotiations quickly and more efficiently and as a result provide an even better customer experience."

He also went on to note, "Lost productivity owing to a requirement to travel back to the office to update CRM systems, or to access office files in between appointments and after hours, has practically been eradicated. Staff can now keep fully up to date on the fly. The PortégéZ20t also boasts superb battery life, easily lasting a full working day which is a key component in allowing staff to work on the go uninterrupted."

Damien Farrell of Toshiba concludes, "Unity identified the heterogeneous compliment of mobility devices and the challenges this can pose to both an end user and IT Department. As a trusted advisor and Platinum partner of Toshiba, the two organisations were able to jointly present the new solution in the guise of the Z20t to Brian and his team. All parties felt this approach would provide a uniform and harmonized mobile IT environment, resulting in less downtime and an increase in productivity. In the end, both IT and sales staff have a far more manageable estate, without compromising on power, performance or style."

