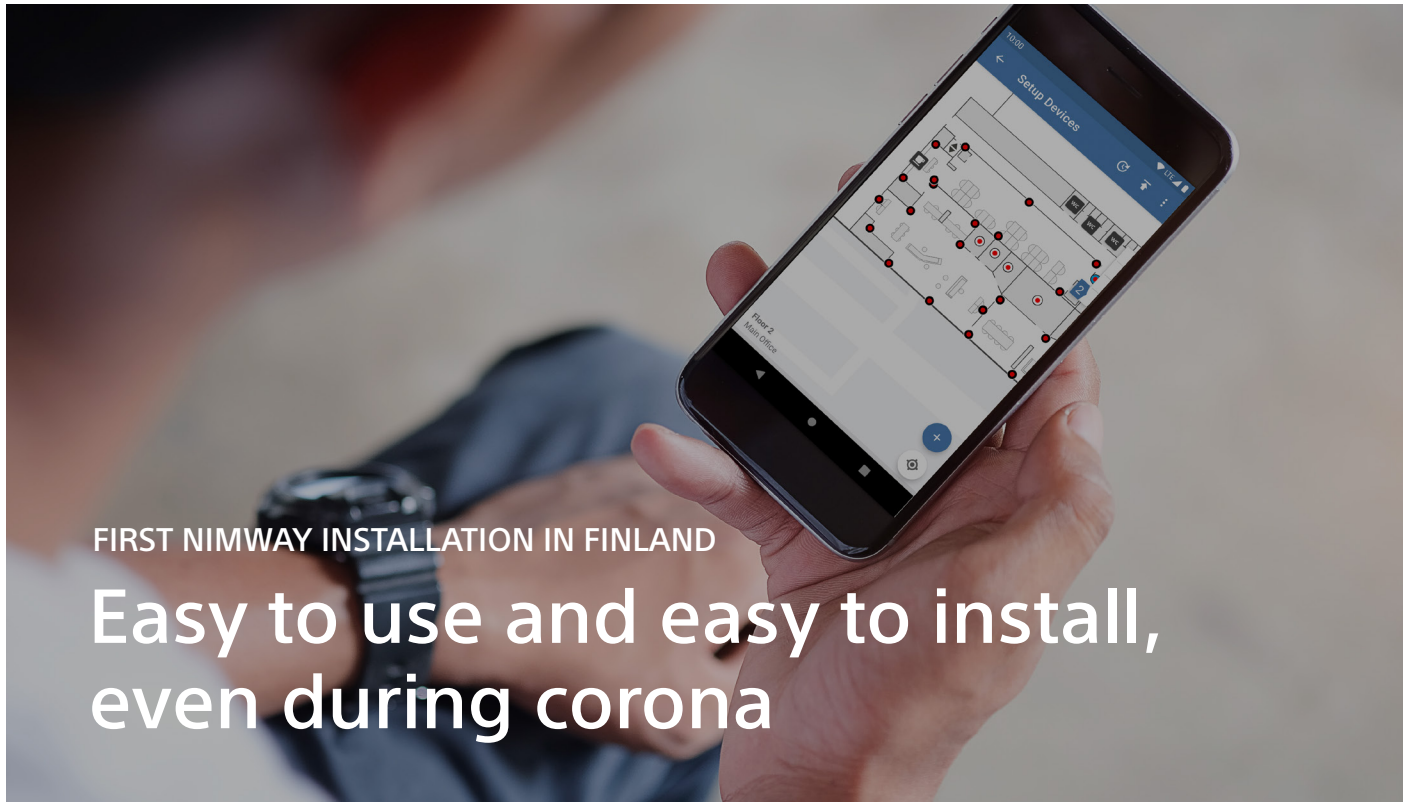


SONY



FIRST NIMWAY INSTALLATION IN FINLAND

Easy to use and easy to install, even during corona

Choosing a smart office solution is no easy task, but Aktia had the advantages of a clear features list and a trusted advisor.

Says Niklas Antin, System Specialist at Aktia, "After studying a range of different solutions, we felt that Sony's product was the most 'finished' and it had all the functionality we wanted." It helped that Sony had originally developed Nimway to meet its own employees' needs: "The whole thing was really well thought through, and we liked the combination of a simple user interface with great functionality. We trusted it immediately," says Niklas.

ADVISED AND GUIDED BY STRATUR

Aktia's first contact on their journey to Nimway was with Stratur, one of the leading Nordic providers of solutions and services for dynamic and flexible work environments. Jani Pirtamo is Stratur's Country Manager in Finland.

"We've been familiar with various smart office concepts for some time," he says. "But when we saw Aktia's wish-list, we realised that Nimway was the right solution for them. It included desk and room sensors to monitor space utilisation in real time, digital floor plans for checking availability, and the facility to optimise desk provisioning (during and post COVID-19)."

CONVINCING DEMO SESSION

There was just one obstacle. At the time, Nimway was not yet established in Finland. To overcome this problem, the Nimway team decided to build a demo and take it to the bank in person. They then ran a half-day workshop with Aktia to really prove what Nimway was capable of. Sony's Account Manager, Sakis Theodoridis, recalls that they demo'd booking a room in Lund from the bank's office in Helsinki as a way of proving Nimway's remote capabilities. "One Aktia guy booked a meeting on a tablet, and I think that clinched it!" he says. "Of course, we also covered technical questions, including security, which is particularly important to Aktia as a bank."

"From experience we know what a difference it makes to show how Nimway looks and feels," continues Sakis. "It's helpful to see – for example – how Nimway talk -bubbles appear on the digital floor panels to tell you where your next meeting is. Such things are hard to imagine, but when we demonstrate them in real life, people's eyes light up. It's even cooler than they expect!"

STRAIGHTFORWARD INSTALLATION, DESPITE COVID-19

When it came to the installation, the pandemic halted plans for Sony's installation team to visit Finland, so



WHEN AKTIA BANK MOVED TO A NEW 4200 M² HQ, they also decided to switch to an activity-based working (ABW) set-up.

Stratur had to take the reins. “It went surprisingly well, with just a few video calls to Nimway technicians to answer questions,” says Jani. Thanks to a combination of Stratur’s experts on site in Helsinki and Sony’s experts supporting remotely, the process was very smooth.

COVID-19 also made training sessions impossible but, according to Niklas, this wasn’t a problem either. “The Nimway mobile app is all about user friendliness,” he says. “Employees gave us the feedback that

they had installed the app and started using it without needing any support. It’s so easy to use, training simply proved unnecessary.”

CURRENT USAGE. FUTURE PLANS

The bank is currently using Nimway primarily for finding and booking conference rooms. Due to COVID, there aren’t many people in the office, so finding a desk is not a problem. But of course, Aktia expects this will change as conditions gradually return to normal.

Having seen what an effective, reliable system Nimway is, Stratur plans to work more with it in the future. “We like Sony’s determination to offer a simple solution with a simple interface, regardless of the complexity of the backend,” he says. “We also like how everything comes from Sony, so there’s no risk of incompatibilities. And Sony takes full responsibility for the success of the solution, which makes things easier for us, as well as reassuring our end customers.”

Aktia has already signed a contract to extend Nimway to another floor of our HQ. “We might not need a smart office solution in all our smaller locations, but we’re evaluating the needs case-by-case. There’s something to be said for having the same technology everywhere,” concludes Niklas.

To find out more about Nimway, visit nimway.com. Get in touch or book a meeting with Lars.Malmgren@sony.com



STRATUR'S EXPERTS install beacons at Aktia's new HQ in Helsinki, Finland.