

iOS Sales Story

Industry: Energy

Customer: [National Grid](#)

Product: [LocknCharge Putnam 16 Charging Station](#)

The Story

The National Grid purchased 5000 iPads to replace an old fleet of Panasonic Toughbooks. As an energy company in the midst of their Digital Transformation, their technicians check out an iPad every morning to perform their job. Using the [iOS app iRestore](#) Field Technicians can perform their daily workflow of restoring power outages and checking meters. LocknCharge is the choice of the National Grid to store, charge and secure 5000 iPads.

Workflow

- **As a field technician**, I want to grab a fully charged iOS device quickly when I show up to work, so I can perform my daily job functions of checking power meters and restoring power outages.
- **As an IT Technician**, I want to exchange a broken or damaged iOS device for a new iOS device with the correct maps, data and information via a Putnam 16 Charging Station, so that I can continue to distribute iPads to Field Technicians without interruption or delays.
- **As an IT Technician**, I want to have LED indicators of which iOS devices are charging, so that I know how many iOS devices are secured in the Putnam 16 Charging Station at a glance.

Why Apple Cares

- **Complete Solution.** Your customers will have a reliable way to charge, store and secure their iPads as well as a delightful workflow for daily management of them.
- **Financial Benefit.** Increase revenue by 15% to 20% of each transaction when attaching a Putnam 16 Charging Station. As an example, when you sell 80 iPads in a transaction and attach 5 Putnam 16 Charging Stations, you increase the transaction by £5995.00.

Why the Customer Cares

- **Efficient Charging.** With 2.4 amp charging at each port, the Putnam 16 Charging Station can charge all devices simultaneously.
- **External LED.** Color-coded LED charging status display for each slot, lets you easily determine if your devices are charging (red) or ready to use (green).
- **Secure.** Fully welded steel construction and a built-in mechanical combination lock.
- **Pre-Wired.** 16 MFi approved Lightning cables.

Resources

[Putnam 16 Charging Station Resources](#)

[Apple EMEA Product Lineup PDF](#)



Contact us for support with quotes, demo units, product recommendations or to hop on a call with your customers.

www.partners.lockncharge.com/eu

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