



Partner installs Nimway during the pandemic

We have always said the Nimway smart office solution is easy to install. This claim was put to the test during the corona pandemic when travel restrictions prevented Nimway engineers from installing a new system in Finland. The only option was for Sony's business partner, Stratur OY, to take the reins.

SIMPLICITY, PREPARATION AND TEAMWORK

Stratur OY is one of the leading Nordic providers of solutions and services for dynamic and flexible work environments. When their Finnish customer Aktia Bank was moving to a new 4200 m² HQ and switching to an activity-based working (ABW) setup, the bank decided to install a smart office solution to support the transition. Based on advice from Stratur, they chose the Nimway solution from Sony.

PANDEMIC SCUPPERS PLANS

The original plan was for the Sony team based in Sweden to carry out the installation with support from the Stratur team in Helsinki.

"However, the pandemic and travel restrictions put an end to that idea," says Jani Pirtamo, Stratur's Country

Manager in Finland, "So we had to do it ourselves, with advice and remote guidance from Nimway."

NEW PLANS FORMED

First, Sony created a checklist of the steps involved in an installation and the Stratur team spoke to Aktia about how to prepare their new office site. "This is actually a normal part of every installation process," says Jani. "The customer's internet connection has to be up and running, and we need POE (power over ethernet) cabling for the room panels. Plus, there are simpler things to think about too, like ensuring an electricity supply for the digital floorplans and putting the desks in the right place."

While Aktia got their office ready, Stratur's and Nimway's technicians planned exactly what needed to

be done, creating a clear step-by-step guide for the installers to follow. Stratur even took photos of Aktia's rooms and sent them to Sony so they could check, for example, how high the ceilings were and figure out exactly how many sensors would be needed in each room.

WORKING TOGETHER AT A DISTANCE

Stratur prides itself on having solid technical expertise, but since every system they sell is different, there is always something new to learn.

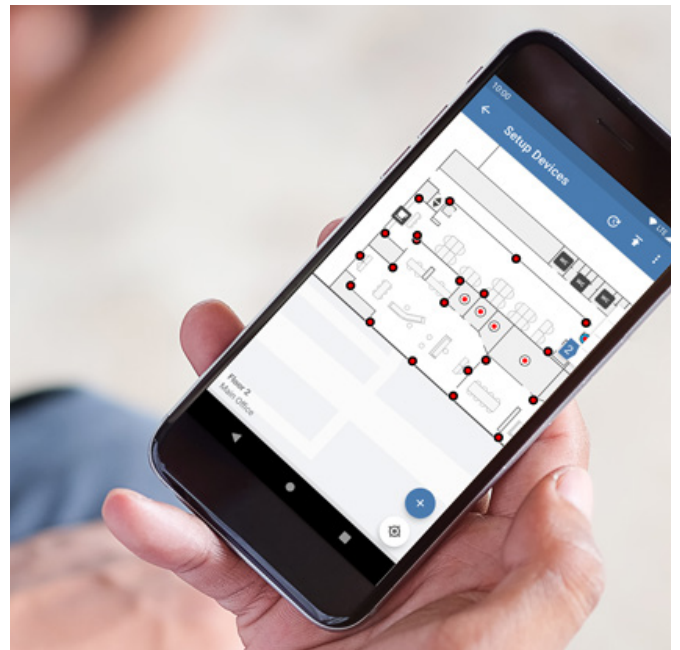
"We simply cannot know everything about every system," observes Jani. "so, as questions arose during the installation, our technicians would call Lund for guidance. Sony's Mårten Österberg gave great support by phone and video."

MINOR HITCHES, EASILY SOLVED

Thanks to a combination of Stratur's experts on site in Helsinki and Sony's experts supporting remotely, the job went smoothly. But, as with every installation, there were a few minor hitches. "For example, there was one small area where the indoor positioning didn't work quite as planned," explains Jani, "so we talked to Lund and decided to add a couple of extra beacons, and that solved it."



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



NIMWAY'S SETUP APP makes it easy for technicians to install beacons and sensors.

SONY'S APPROACH BUILDS CONFIDENCE

Stratur's experience of installing Nimway has increased their confidence in the system and they are committed to working more with Sony in the future. Having Nimway as part of their product portfolio has also strengthened Stratur's chances of winning other large customer contracts.

The fact that the product comes from Sony is significant. "All the hardware, the screens, the beacons and sensors are Sony products. The system doesn't require any components from other suppliers," says Jani. "This eliminates the risk of incompatibilities, which makes things easier for us as well as increasing our end customers' confidence."

To find out more about Nimway, visit nimway.com.

Get in touch or book a meeting with Sakis.Theodoridis@sony.com



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