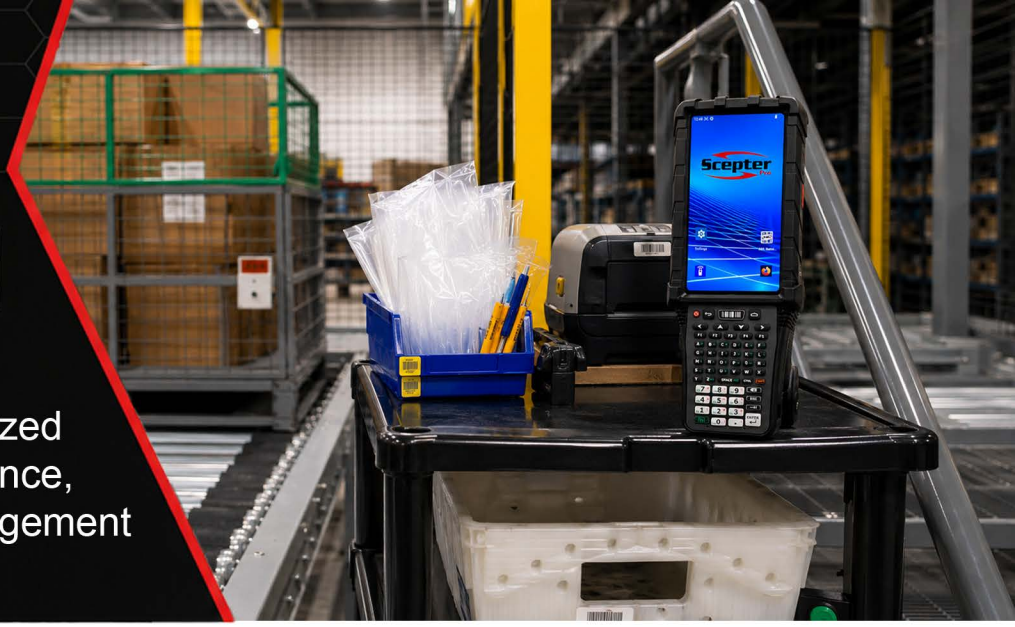
CASE STUDY

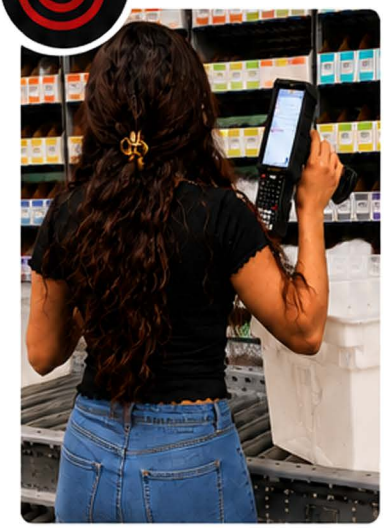
SCEPTER PRO

ENTERPRISE MOBILE COMPUTER

How H&D Distributors modernized operations, improved performance, and standardized device management with the AML Scepter Pro



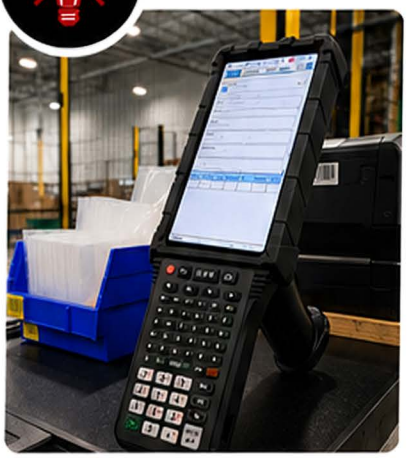
THE OBJECTIVE



H&D Distributors, a provider of technical sealing solutions, was preparing for an ERP upgrade and recognized thats its legacy mobile computers would no longer provide the performance required for the new environment. The company needed a modern mobile computing solution capable of supporting the latest version of its **e21erp®** platform while delivering the speed,reliability, and usability required in a fast-paced warehouse operation.

The company was also preparing for a significant milestone in the company's growth— a move into a new 101,000-square-foot distribution center in Irving, TX. The team wanted a solution that would not only provide strong performance but also support future growth and simplify device management across the facility during the expansion.

THE SOLUTION



After evaluating multiple industry-leading mobile computer alternatives, H&D Distributors found that the **Scepter Pro** consistently delivered higher performance— especially when running the E21 ERP web client.

H&D standardized the Scepter Pro across multiple functions, including receiving inbound inventory, order picking, kitting operations, and shipping. The larger 5.5" AMOLED display improved on-screen visibility, while the powerful processing platform ensured fast response times throughout the day.

To further streamline operations, H&D Distributors implemented AML Device Manager, AML's **mobile device management** platform. This enabled standarized device configuration, simplified deployments, and eliminated inconsistencies caused by manual setup.

The success of the implementation was strengthened by the close partnership between AML, H&D's managed service provider **SabreTech**, and software solution provider **TGI (Technology Group International)**, creating a collaborative support network that helped streamline troubleshooting and accelerate problem resolution.

ABOUT H&D DISTRIBUTORS

H&D Distributors is a leading supplier of sealing solutions for the hydraulics, semiconductor, oil & gas, and industrial markets. Headquartered in Irving, TX, the company combines engineering expertise with an extensive inventory of hydraulic seals, pneumatic seals, O-rings, and related products to help customers reduce downtime and extend equipment life.

hddistributors.com

- **5.5" AMOLED display for improved visibility and usability**
- **Qualcomm QCS6490 processor with Wi-Fi 6E**
- **Rugged design built for demanding warehouse and manufacturing environments.**
- **Fast, reliable performance for modern applications**

AML Case Study: Scepter Pro

Enterprise Mobile Computer

THE RESULTS

Since deploying AML's Scepter Pro mobile computers, H&D has experienced significant improvements in device performance, user adoption, and day-to-day management. Key benefits include:

- Faster processing speeds and improved responsiveness within the E21 ERP environment
- Simplified device deployment and configuration with AML Device Manager with the ability to standardize device settings across the entire fleet
- Improved on-screen visibility through the larger AMOLED display
- Seamless collaboration between AML, SabreTech, and E21
- Responsive U.S.-based support when assistance is needed

According to H&D President Derek Fay, the performance of the Scepter Pro exceeded expectations.

> ***"From a sheer performance standpoint, responsiveness, we've been absolutely thrilled. The Scepter Pro was the best-performing device we tested." - Derek Fay***

The company also highlighted AML's customer support as a key differentiator.

> ***"I can't speak highly enough of AML's service. Hands down, that is my favorite thing about AML. The responsiveness has been unlike anything we would get anywhere else." - Derek Fay***

After successfully deploying the Scepter Pro throughout H&D's warehouse, Derek offered this advice to other businesses considering AML.

> ***"My advice would be to make the switch. The benefits are substantial, and the sooner you realize them, the better." - Derek Fay***

ABOUT AML

AML is a U.S.-based manufacturer of rugged mobile computers built for demanding environments like manufacturing, warehousing, and distribution. AML devices are designed for seamless integration with leading software platforms and comes backed by responsive domestic support and fast repair turnaround times.

amltd.com

Contact AML at **800.648.4452**

OR

Email **sales@amltd.com** to learn more.