



Why SOTI Partners Are Switching to Springdel

Unlocking Scalability,
Simplicity, and Profitability
in a Cloud-Native World

springdel.com

WHY SOTI TO SPRINGDEL



Cloud-native

Easy To Use

Global Support

Simple Pricing



Introduction

In the evolving world of enterprise mobility, the role of the MDM (Mobile Device Management) platform is no longer just about device control—it's about agility, scale, and operational efficiency. While SOTI MobiControl has been a long-standing player in the market, many partners and enterprise customers are discovering that legacy, server-based solutions come with limitations.

Springdel is designed to eliminate those limitations with a cloud-native, serverless approach that simplifies deployment, accelerates time-to-value, and scales effortlessly. This whitepaper outlines five core reasons why global partners are transitioning from SOTI MobiControl to Springdel Springmatic.



Index

Rethinking
Endpoint
Management
at the Edge

Five Reasons Why SOTI Partners Are Switching to Springdel

- 01 True Cloud-Native Architecture
- 02 Simple, Modern UI with No Training Required
- 03 Built-In Global Support at No Extra Cost
- 04 Higher Margins Through Simpler Pricing
- 05 Easy Migration

Customer Voice

- 0 The Peninsula Hotel

Conclusion

FIVE REASONS WHY SOTI Partners Are Switching to Springdel

-
- 01 True Cloud-Native Architecture
 - 02 Simple, Modern UI with No Training Required
 - 03 Built-In Global Support at No Extra Cost
 - 04 Higher Margins Through Simpler Pricing
 - 05 Easy Migration

FIVE REASONS WHY

01

True Cloud-Native Architecture

While SOTI markets its solution as “cloud-enabled,” MobiControl remains fundamentally server-based. Each customer requires a dedicated virtual machine, separate domain (e.g., s0001, s0002...), and individual updates. This architecture introduces **scaling friction, performance issues, and high operational costs.**

If you have 10,000 devices on SOTI, you’re probably managing 2-3 separate servers. That’s expensive, fragile, and inefficient.



Think of it like this: managing SOTI is like building with Jenga blocks—each customer stack is fragile, and one wrong move affects the entire structure. In contrast, Springdel is like solving a puzzle with interchangeable pieces—modular, stable, and easy to expand without breaking everything else.

Moreover, due to this rigid server-per-customer architecture, SOTI cannot afford to offer 1 or 2 licenses. Even if a customer needs just 10 devices managed, they must purchase a minimum number of licenses because spinning up a dedicated VM for each tenant carries a significant base cost. This creates an artificial minimum cost barrier that prevents smaller deployments or pilots from getting started.

By contrast, Springdel is cloud-native and serverless from the ground up. It supports true multi-tenancy on a single platform (edge.springdel.com), enabling **seamless scalability, instant updates, and simplified onboarding.**

FIVE REASONS WHY

02

Simple,
Modern UI with
No Training
Required

Average Training time

24 –36 h

VS

2 h

Simple & Easy-to-use UI
saves time and cost.

SOTI's complex UI requires multi-day training to use effectively. It's designed around 20+ years of accumulated features, making even basic tasks cumbersome.

Springdel offers a **clean, intuitive web interface** that lets partners and customers self-onboard in hours.

With fewer steps, clearer navigation, and mobile-first design, Springdel dramatically reduces the time and cost of adoption.

Our partners learn
Springdel in under 2
hours.
SOTI takes days.



Operational
Manager

FIVE REASONS WHY

03

Built-In Global Support at No Extra Cost

SOTI partners often need to pay separately for premium support. And unless you're a top-tier customer, SLAs can be slow.

Springdel flips the model. All tenants receive 24/7 global support from Springdel engineers, with no add-on fees. **Faster resolution, direct Slack channels, and proactive care** are built into the partner experience.



No ticket queues.
No paywalls.
Just answers.

24/7 support

Global Reach

No Extra Cost

FIVE REASONS WHY

04

Higher Margins
Through Simpler
Pricing

SOTI's pricing is complex, layered, and feature-gated. Many core functions require additional licenses.

Springdel delivers **all essential features**—including remote control, app management, geofencing, and kiosk mode—at a flat rate, typically at **50% the cost of SOTI**. Partners earn higher margins while providing better value to their customers.

With Springdel, our margin doubled without raising customer cost.

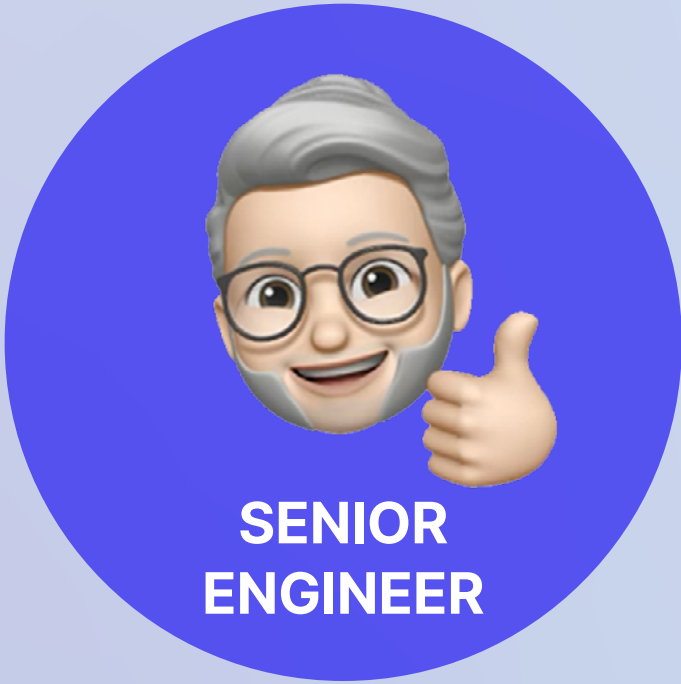
SALES
MANAGER

FIVE REASONS WHY

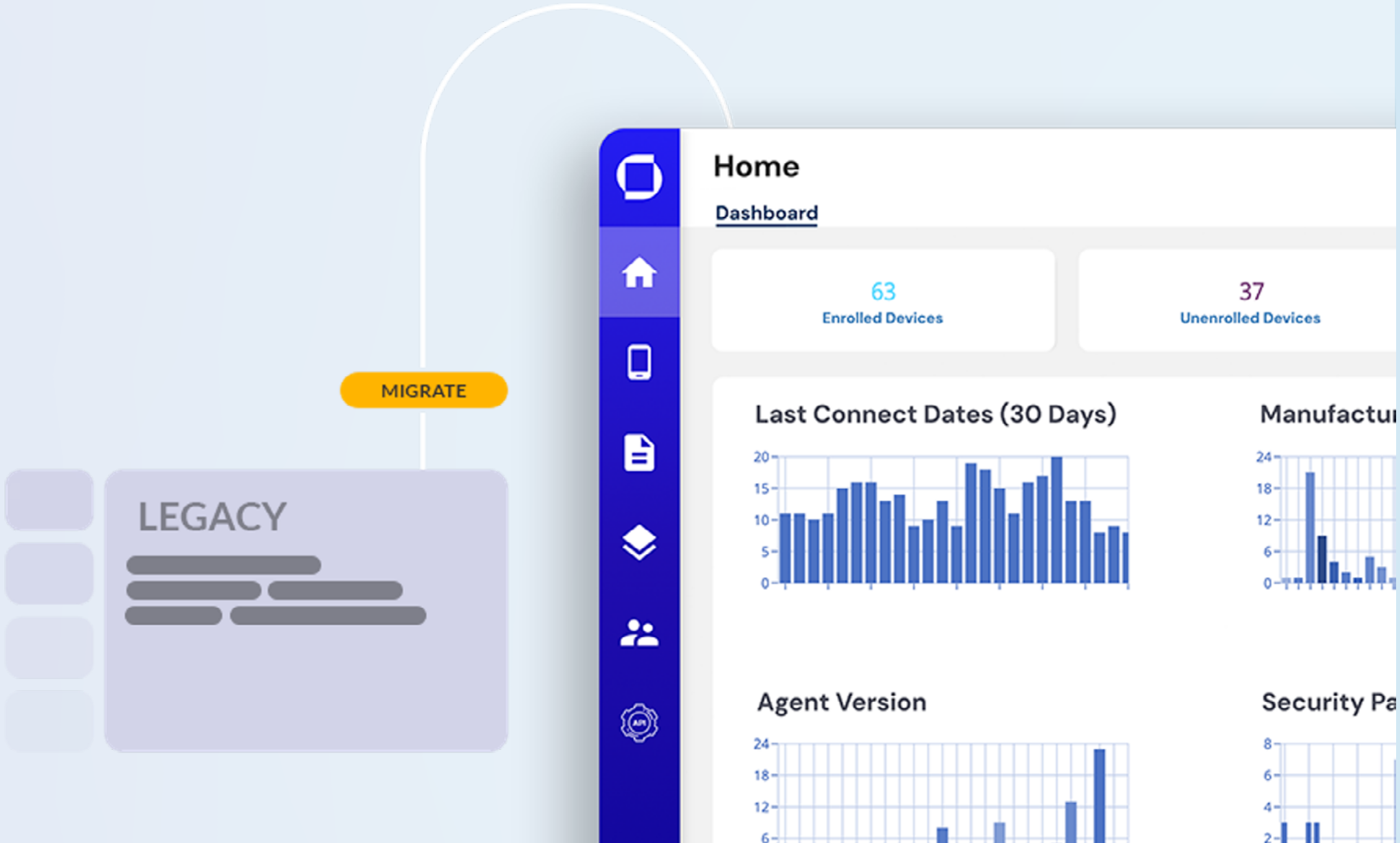
05

Easy Migration

Switching to Springdel was seamless—we experienced virtually no downtime during migration



Regardless of the platform or devices they are already using, transitioning to Springdel requires virtually no downtime, removing a major barrier that often delays change. With minimal cost, time, and effort spent on migration, partners can focus on what truly matters—unlocking the competitive advantages of Springdel’s next-generation MDM solution over SOTI’s legacy approach.





CUSTOMER VOICE

0 The Peninsula Hotel

With SOTI, managing our tablets across multiple properties was slow and fragmented. After switching to Springdel, onboarding and updates became instant — no server issues, no delays. Springdel gave their team real-time visibility.



Christopher Chan
GM Research & Technology
The Peninsula Hotels

WHY SOTI TO SPRINGDEL

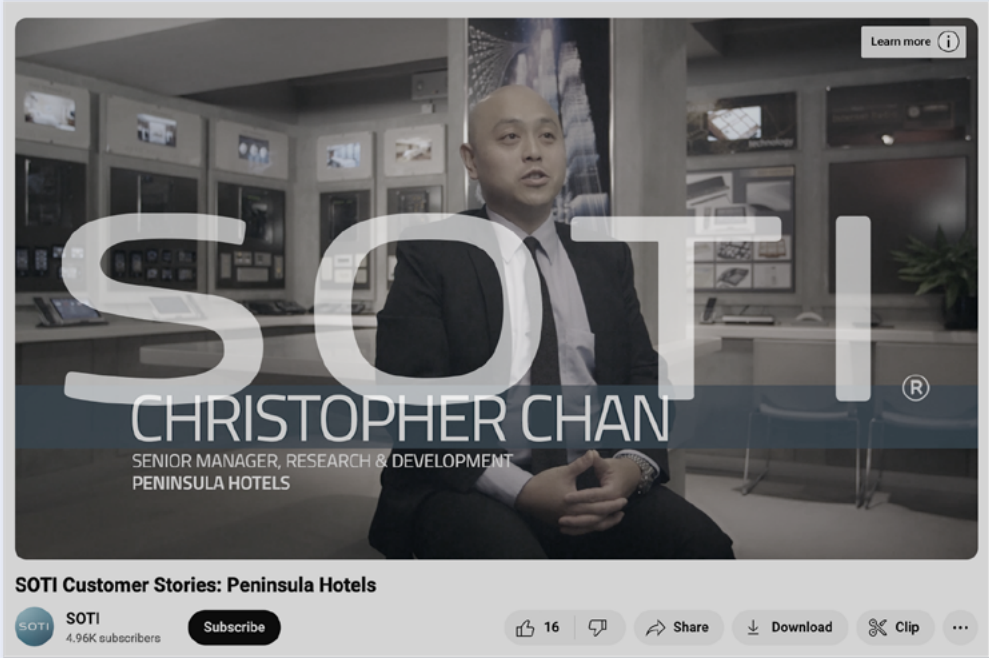
Use Case Summary



Region	12 countries around the globe
Devices	Handheld, Room Control, Walkie-talkie, Tablet
Quantity	30,000 licenses

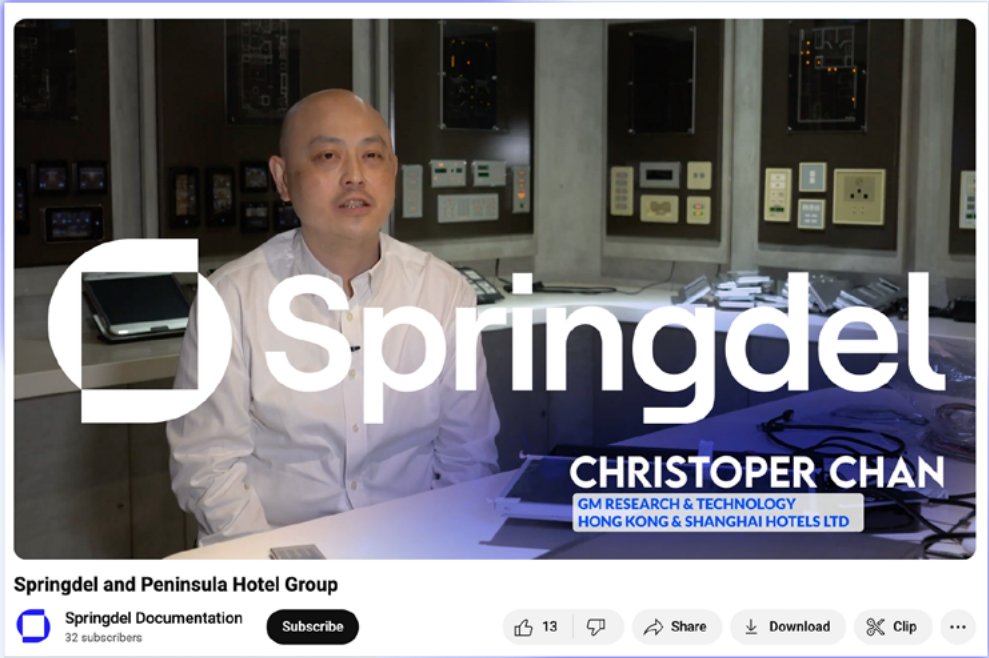
Hear directly from a customer who switched from SOTI to Springdel

Nov 17, 2015



Click to watch

Feb 17, 2023



Click to watch

CONCLUSION

Why SOTI Partners Are Switching to Springdel

SOTI MobiControl helped define the MDM industry—but the market has moved forward. In a world of distributed teams, mixed device environments, and real-time demands, a server-based architecture is no longer enough.

Springdel offers a cloud-native alternative that is **faster to deploy, easier to use, more cost-effective, and ready for scale**. For SOTI partners, switching to Springdel is not just a technical upgrade—it's a business advantage.



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