



Bring Your Own Device

1. Considerations
2. Security
3. Costs
4. Productivity
5. Availability



DO

Explain the Benefits

- 
- Equip Savings
 - Mobilization
 - Satisfaction
 - Deployment



- Security
- Productivity
- Service Availability
- Number Ownership

DON'T

Ignore the Risks

DO

Consider Mobile Device Management

- IT Policies
- Private App Store
- Cross Platform Support

DON'T

Limit to Employees That are already 'MOBILE'

- Government sensitive documents on personal devices.
- Enforcing IT Policies.
- Preventing unauthorized use or remote access to information.
- Deploying passwords & Timeout security lock to individual devices.
- Remotely lock and wipe devices.
- Regulatory Certification Requirements.
- Leakage of confidential or proprietary information.
- Exposing the network to malware or security vulnerabilities.
- Risks of personal data being included in Open Records Act requests.



- Lower economies of scale.
- Unlimited data plans available on Government Contracts.
- No early termination fees on Government liable.
- Reduced equipment costs with greater purchasing power.
- Pooled plans deliver lower cost per minute.
- Reduced expense reimbursement costs.
- Additional financial burden on the employee.
- Company loses “ownership” of the MTN.
- The percentage of consumers requiring a security deposit for service is > 30%.



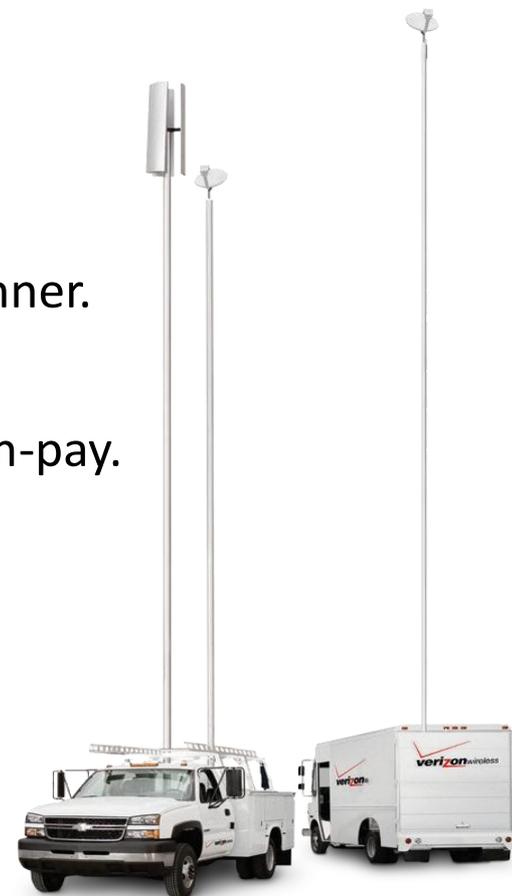
- Management assumes a greater governance requirement to manage to the BYOD policies, including additional software and authentication costs.
- Additional employee time spent on reimbursement issues
- Non-standardization of hardware, operating systems and applications.
- Business-focused apps and solutions.
- GPS-enabled devices to provide location services.
- Paperless forms, time cards and expense reports.
- Client signature capabilities and delivery confirmation.
- Inventory and asset management capabilities.
- Access to business email, tasks, calendars, payroll & databases.





Availability

- Ensuring that your employees choose the wireless carrier that meets your needs and your policies.
- Reliability during storms and outages.
- Availability during high volume call periods.
- Network Coverage, Data Coverage & In Building Coverage
- Repair and replacement of broken devices in a timely manner.
- Employee must pass credit check.
- Employees are subject to suspension of service due to non-pay.
- Consumer Security Deposits > 30%





Coping with Considerations

- Mobile Device Management (MDM) Partners
- Cross Platform Support – iOS, Android, Blackberry, Windows Phone
- Each OS has different API “Hooks” for IT Policies
- Server Based or Hosted – BES/Good vs. Airwatch/Mobile Iron etc.
- Free tools vs. Paid – iOS Configuration Utility vs. Sybase etc.
- Everything is Compatible with Microsoft Exchange Active Sync
- Exchange 2003 SP2, 2007 & 2010 offer different Security Service Policy Support. Each device also must be compatible.
- The “Consumerization of IT” & BYOD are here. Standardizing on Policy NOW prevents potential compromises in security.



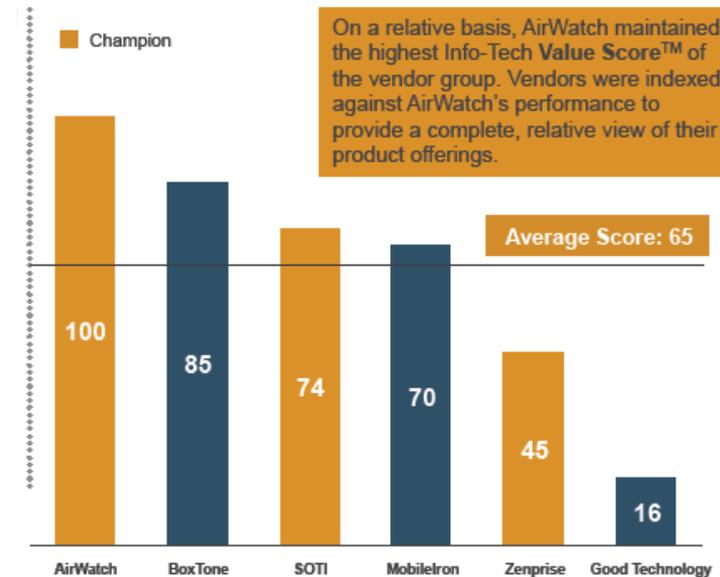


3rd Party MDM Comparison

- Info Tech Research Group – Vendor Landscape, MDM 2011
- Each MDM offers its own unique benefits...

	Browser	App Portal	Hardware Mgmt	Help Desk	Individual Liabie	Integration	Location	Performance Mgmt	Platform Support	Reporting: Advanced	Security: Advanced	Self-Service
AirWatch	●	●	●	●	●	●	●	●	●	●	●	●
BoxTone	●	●	●	●	●	●	●	●	●	●	●	●
Good Technology	●	●	●	●	●	●	●	●	●	●	●	●
McAfee	●	●	●	●	●	●	●	●	●	●	●	●
MobileIron	●	●	●	●	●	●	●	●	●	●	●	●
SAP-Sybase	●	●	●	●	●	●	●	●	●	●	●	●
SOTI	●	●	●	●	●	●	●	●	●	●	●	●
Symantec	●	●	●	●	●	●	●	●	●	●	●	●
Zenprise	●	●	●	●	●	●	●	●	●	●	●	●

● = feature present ● = feature present but limited ● = feature missing or severely limited



- Dual Persona - VMWare Mobile
- Multiple Numbers on a Single Device
- Separation of Official & Personal Data
- Voice Over LTE – VoIP for 4G
- Video, HD Voice & QoS
- Aggregate Data Plans
- More OS Choices – WindowsRT, Tizen, Meego, WebOS
- Machine 2 Machine – 50 Billion by 2020
- Endless Innovation...



vmware®

