



The BES Admin Alliance & Mobile  
Admin Alliance present:  
**AirWatch**

*A Fresh Approach to Mobile  
Device Management*



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# Company Profile

## Platform Services

- Authorized BES Support Services
- Managed MDM Servers
- Application Development & Management
- Mobile Engineering
- MDM Reseller
- Mobile Professional Services

## Managed Services

- Mobile Procurement Management
- Technical End-User Helpdesk
- Wireless Expense Management
- Device Configurations Services
- Mobile Analytics



Alliance Elite Member

6+ Years Enterprise Mobility Management

200 North American Support Clients

24/7 U.S. Based Support Center

Industry Proven Mobile Support Systems

Cross Industry Clientele

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# 6+ Years and the trust of over 200 Clients



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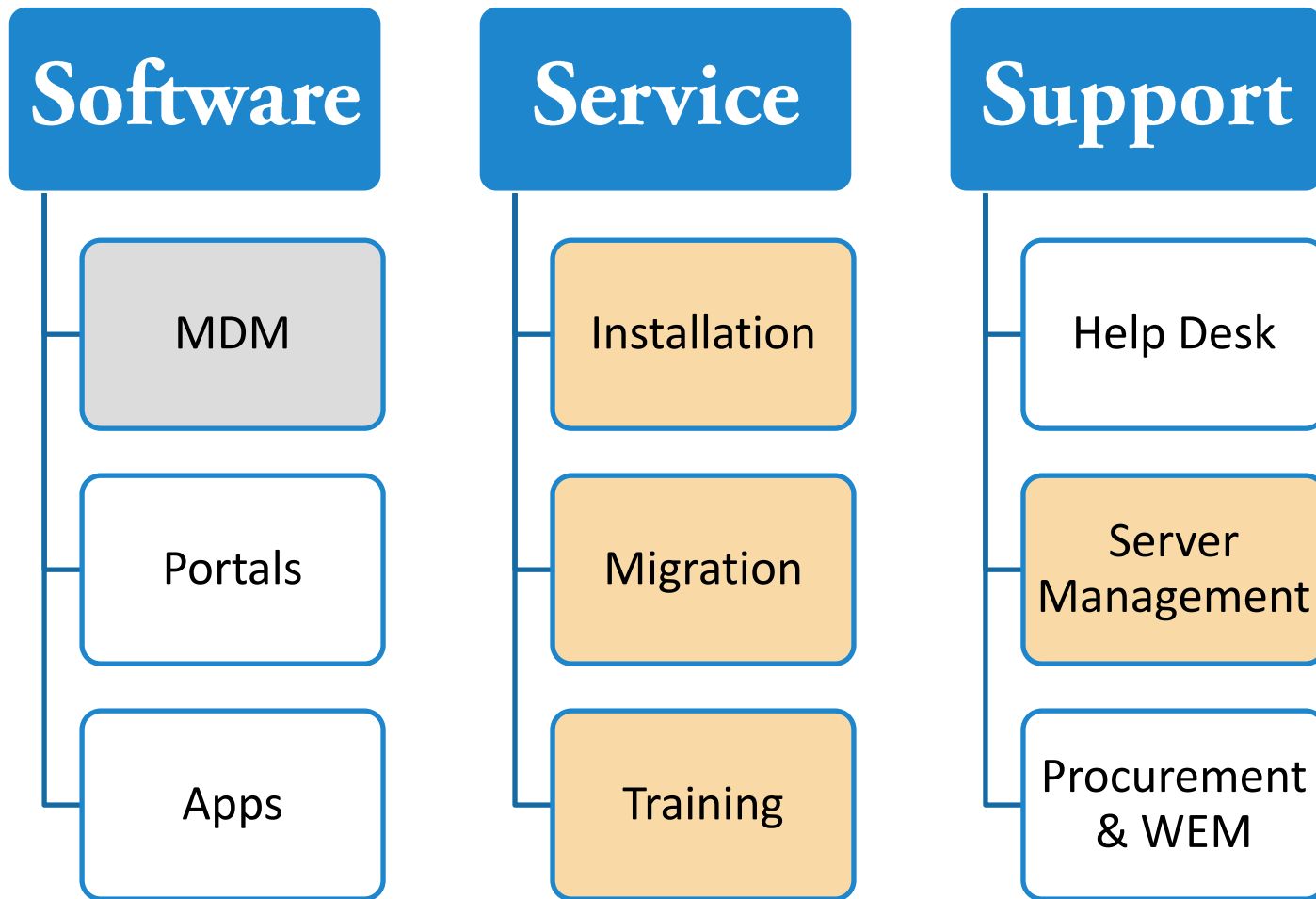


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# The Complete Mobile IT Department



# Mobile IT Experts

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52,453

Tickets resolved in 2010

85%

First Call Resolution

42,112

Connections managed

704

Servers under management

# Competition

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# The IT Challenge

## Policy & People

### MDM: Mobile Device Management

ActiveSync  
(Exchange/Traveller)

Exchange  
via  
BAS

Apple  
Tools

Third Party Tools (Good,  
Mobile Iron, Zenprise,  
BoxTone, Air Watch)

### API: Application Program Interface

iPhone

Windows  
phone

Android

BlackBerry

iPhone

iPhone

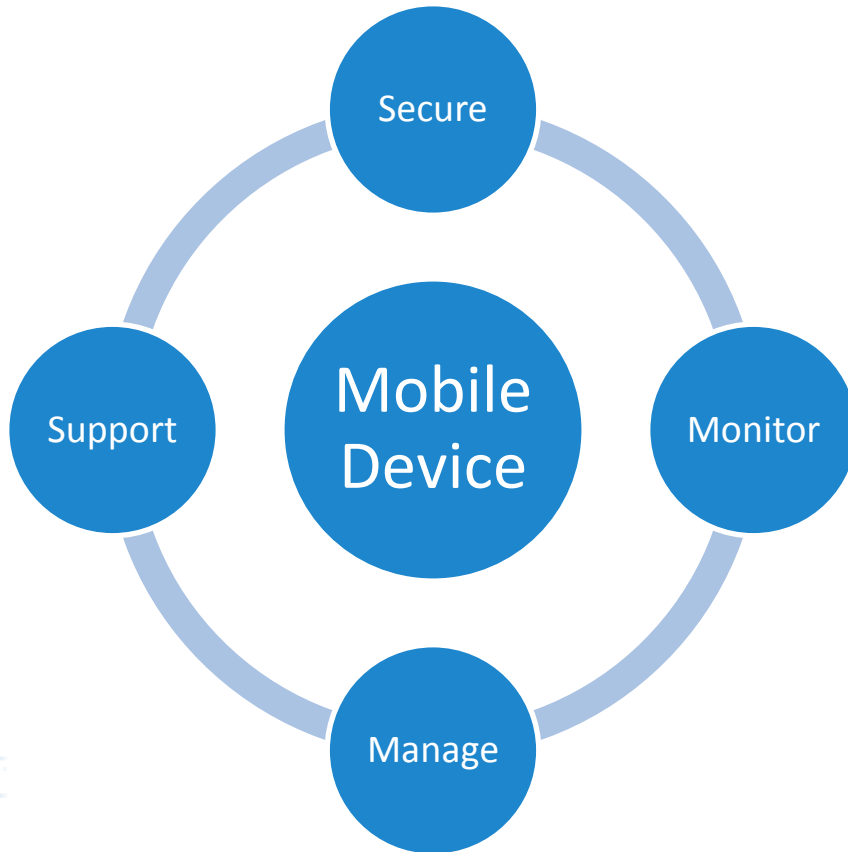
Windows  
phone

Android

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# Mobile Device Management (MDM)



## Over The Air (OTA):

- Configuration & Provisioning
- Policy Distribution & Management
- Enterprise Application Delivery
- Remote Control & Administration
- Remote Wipe
- Logging & Reporting
- Troubleshooting & Diagnostic Tools
- GPS Management

## 3 Types of MDM

### Free Tools

iPhone Configuration Utility "iPCU"

Exchange ActiveSync "EAS"

### Sandbox MDM

Good

### Native MDM

Mobile Iron

AirWatch

Boxtone

Zenprise