

NetMotion Wireless

Get Connected. Stay Connected



Background & Agenda

⌋ **Enterprise Mobility Management Software Company**

- Founded in 2001; Multiple mobile technology patents
- Core competencies: Connectivity, Visibility & Control for mobile workforces
- Pioneer & global leader in Mobile VPN category of EMM space

⌋ **Over 1 Million Users – SMB to Fortune 100**

- 98% overall satisfaction rate
- 97% maintenance renewal rate

⌋ **Introduction**

- NetMotion Wireless Background
- Mobility Challenges

⌋ **Enterprise Mobility Management**

- Overview
- Enterprise Mobility Management (EMM) – Best practices and solutions

⌋ **Q&A**

NMW Mobile Customers

Public Safety

Utilities/Energy

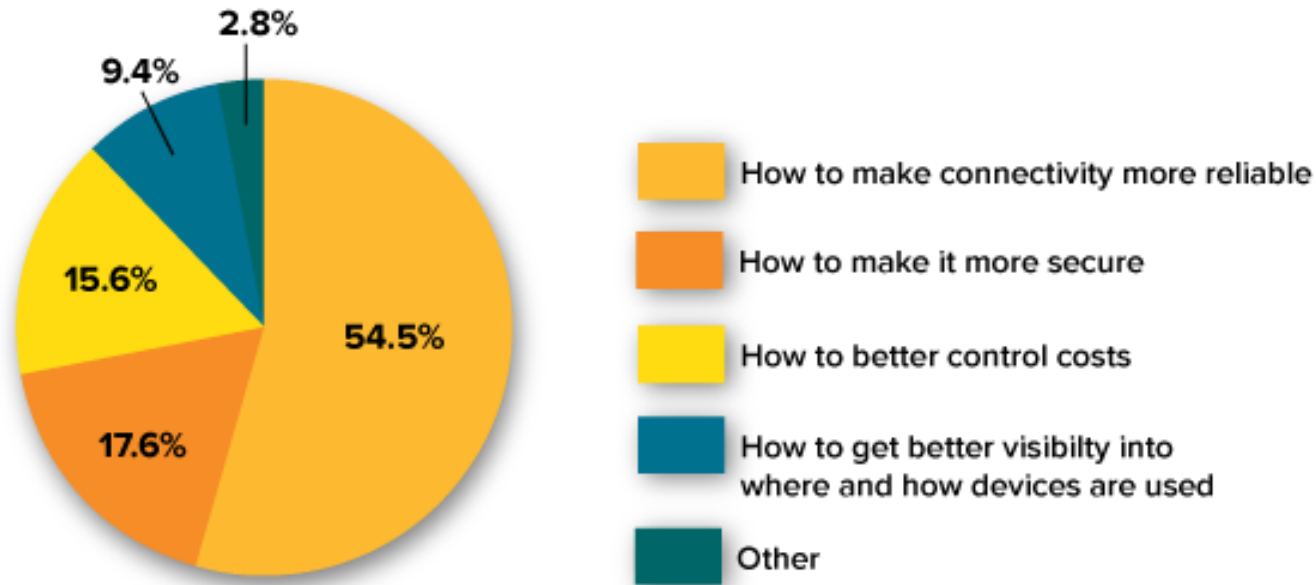
Enterprise

Healthcare/Life Sciences

Over 1 Million Global Users Rely on NetMotion Wireless

What is Your Top Concern?

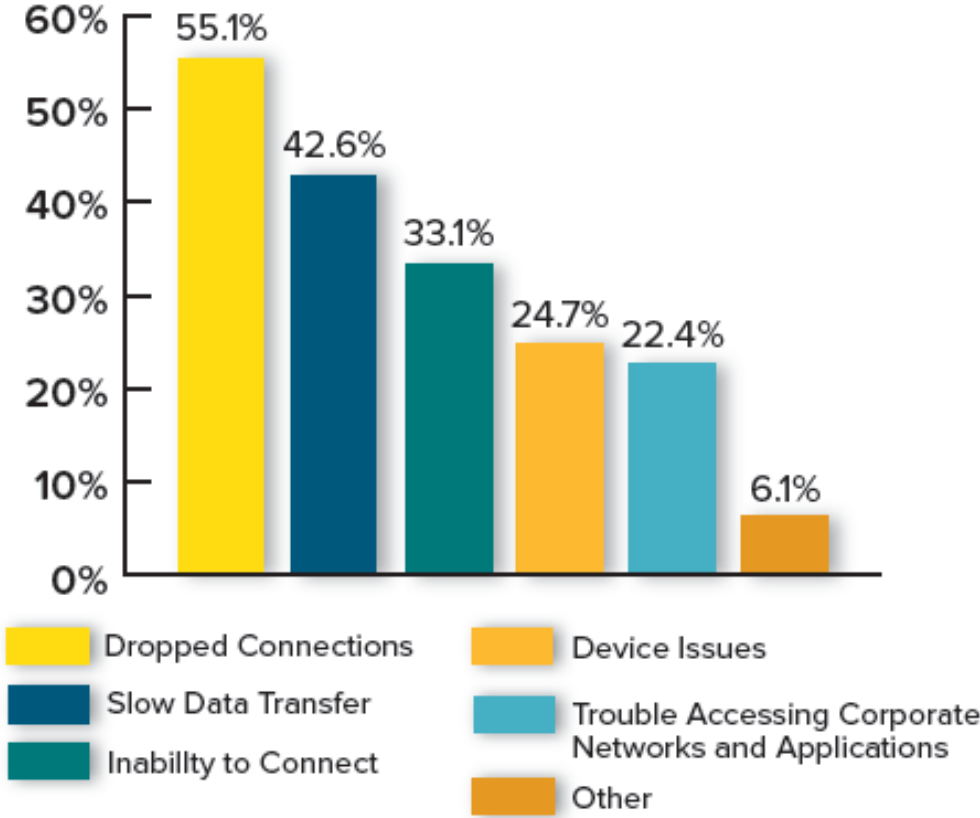
What is your top concern regarding your cellular data deployment?



Source: Rysavy Research, *Trends in Enterprise Cellular Network Data Usage*, March, 2013

Most Common User Complaints

What are the most common user complaints you receive regarding your cellular data deployment?

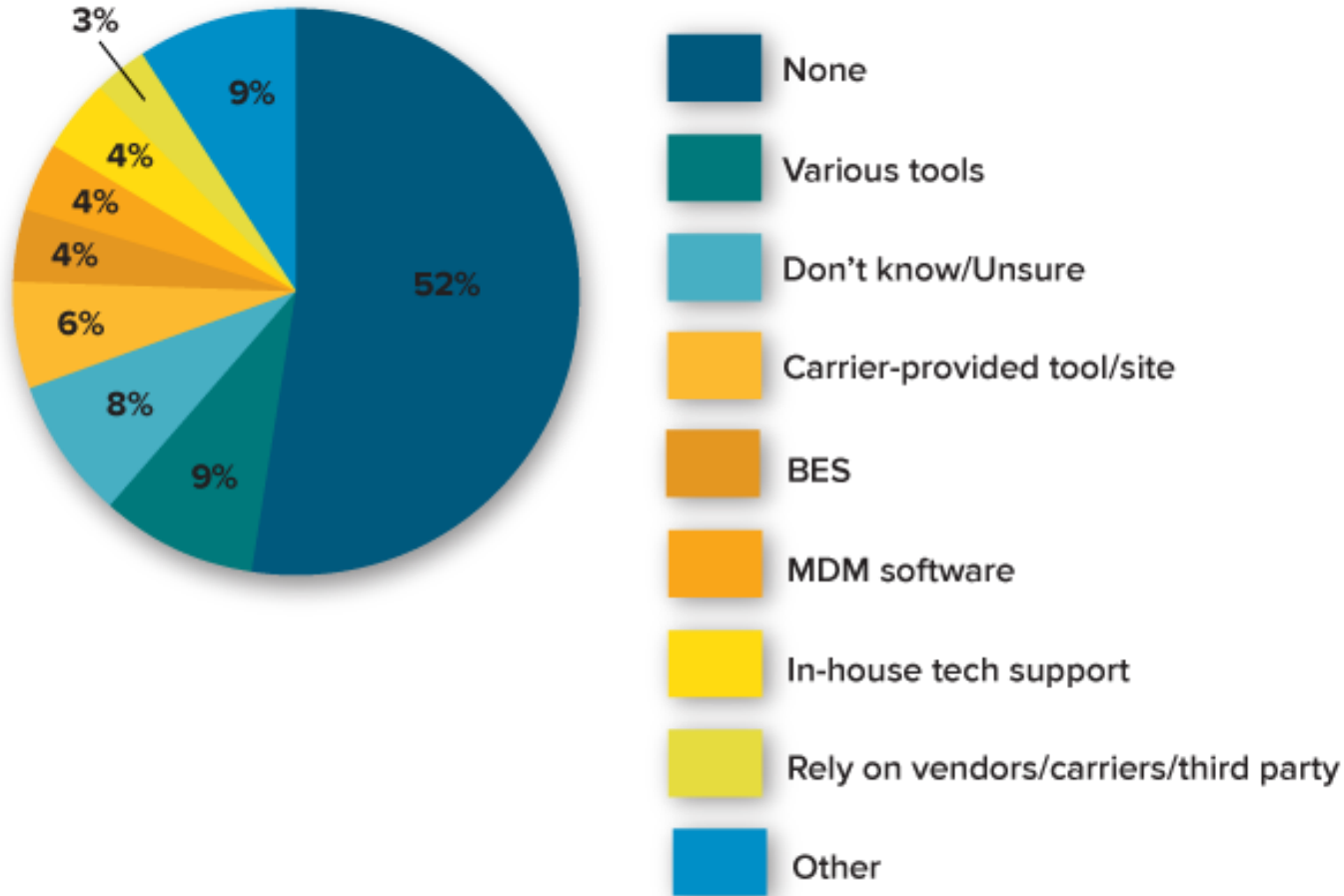


Source: Rysavy Research, *Trends in Enterprise Cellular Network Data Usage*, March, 2013



How Do You Find/Fix Problems with Mobile Deployments?

What tools, if any, do you use to troubleshoot and manage your mobile deployment?



Source: Rysavy Research, *Trends in Enterprise Cellular Network Data Usage*, March, 2013

Where Are Your Mobility Challenges?

⌋ Productivity of Mobile Workforce & IT Support Team

- Application performance not what it should be
- Connectivity problems drive high volume of trouble tickets



⌋ Visibility Into What's Really Going On

- Troubleshooting in the dark
- Always reactive...never ahead of curve



⌋ Controlling Complex Environments

- Multiple applications over multiple networks
- Managing business applications on personal devices



⌋ Keeping It Secure AND User Friendly

NetMotion EMM: Responding to Key Drivers



Keep Workers Productive



CONNECTIVITY



- Leverage multiple networks
- Enable all enterprise apps
- Improves app performance
- Shield users from connectivity challenges
- Always secure

Remove the Blind Spots



VISIBILITY



- Poor signal quality
- Poor adapter performance
- Application challenges

Fix Challenges Centrally



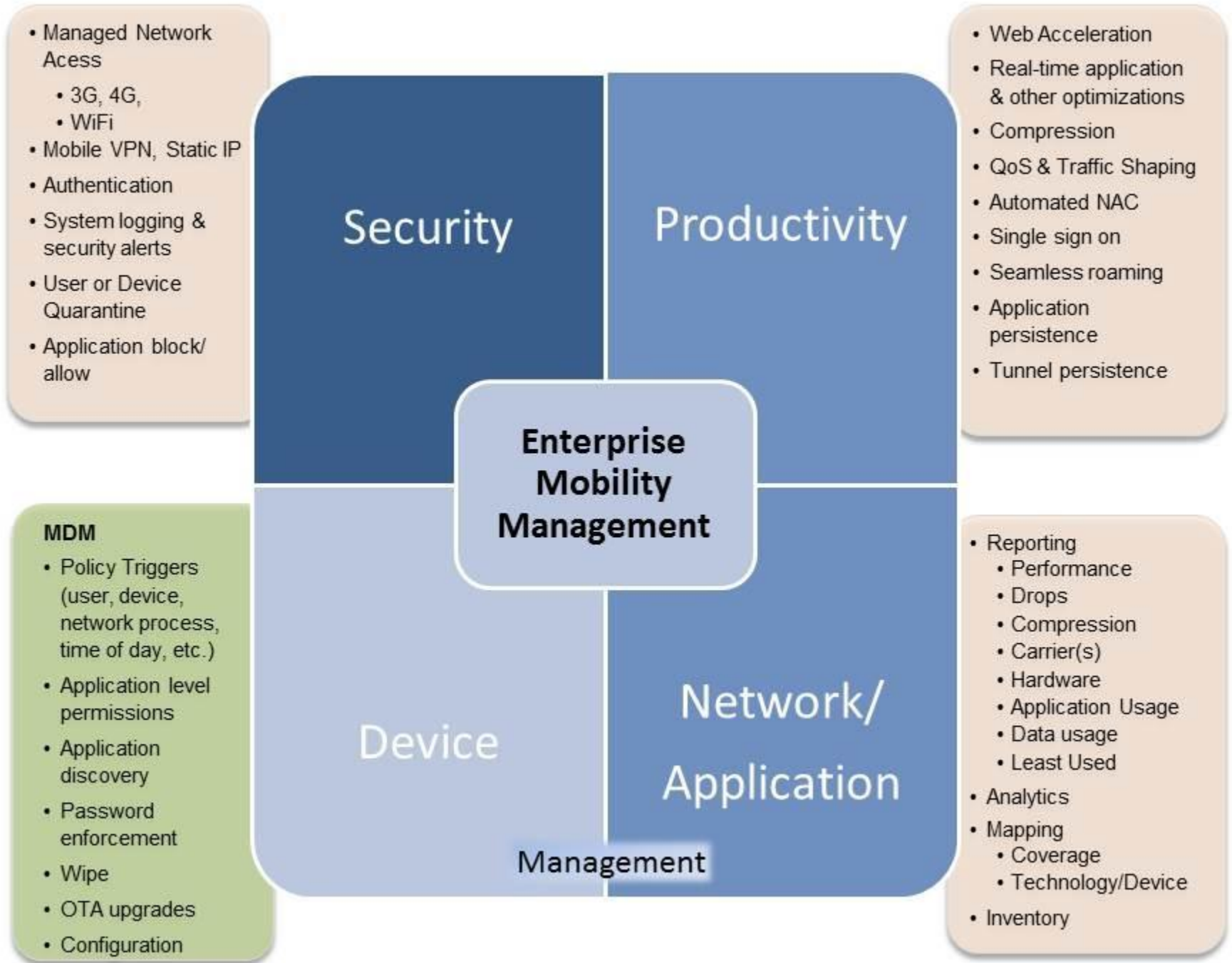
CONTROL



- Customize and push policies
- Control by device and user
- Block, allow and prioritize traffic
- Set policies by network and time



Enterprise Mobility Management (EMM)

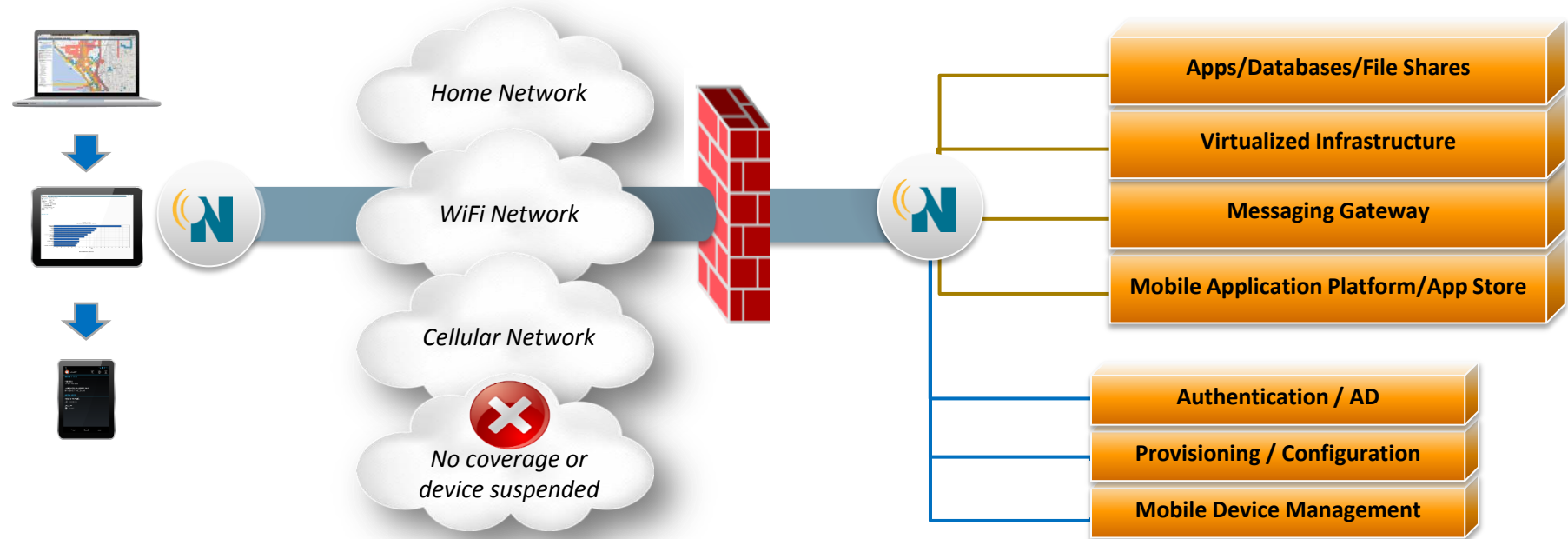


EMM: Connectivity

*Key to
Success*

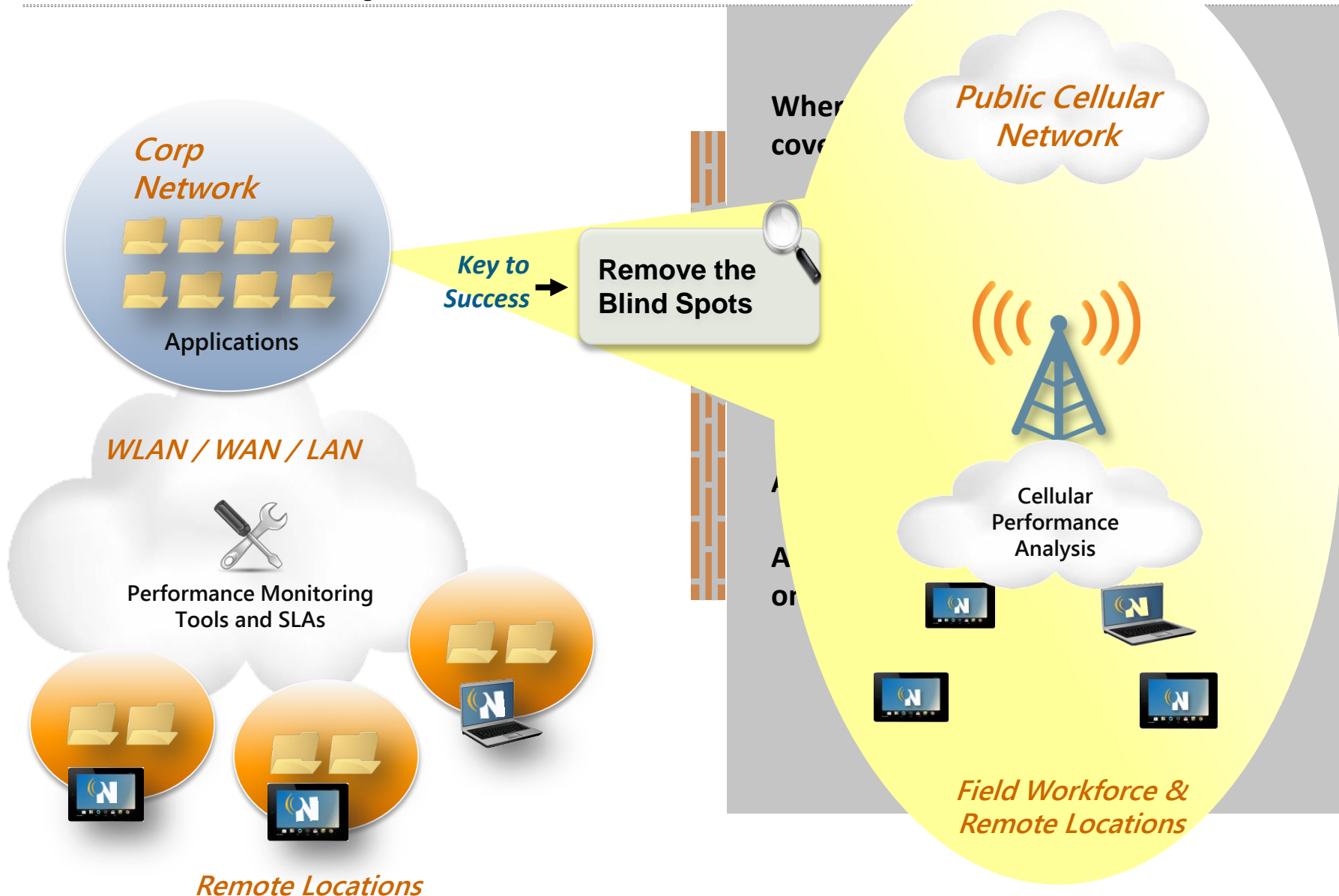


Keep Workers Productive ✓

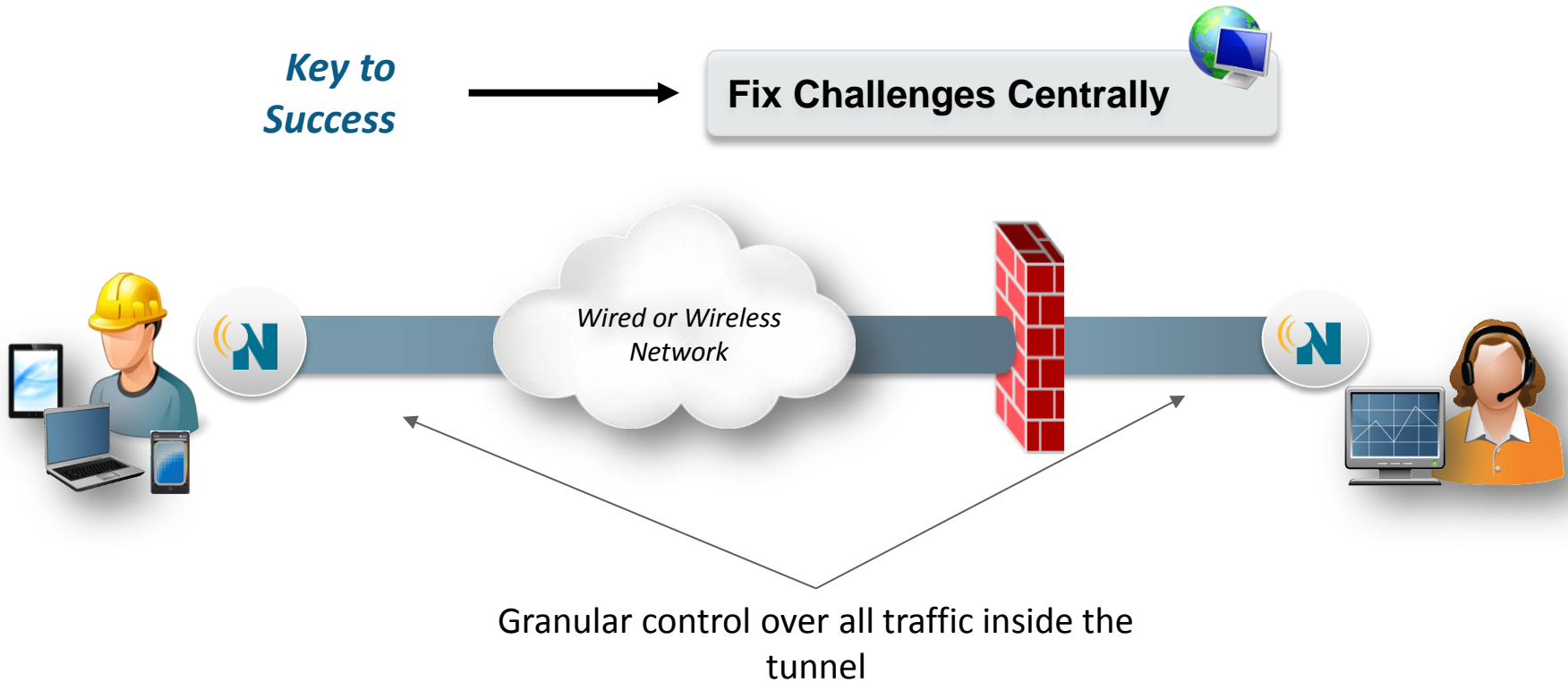


- Unifies end user experience on all networks
- Shields mobile workers and applications from network challenges
- Accelerates secure connection to business applications
- Keeps users focused on applications, not networks

EMM: Visibility



EMM: Control

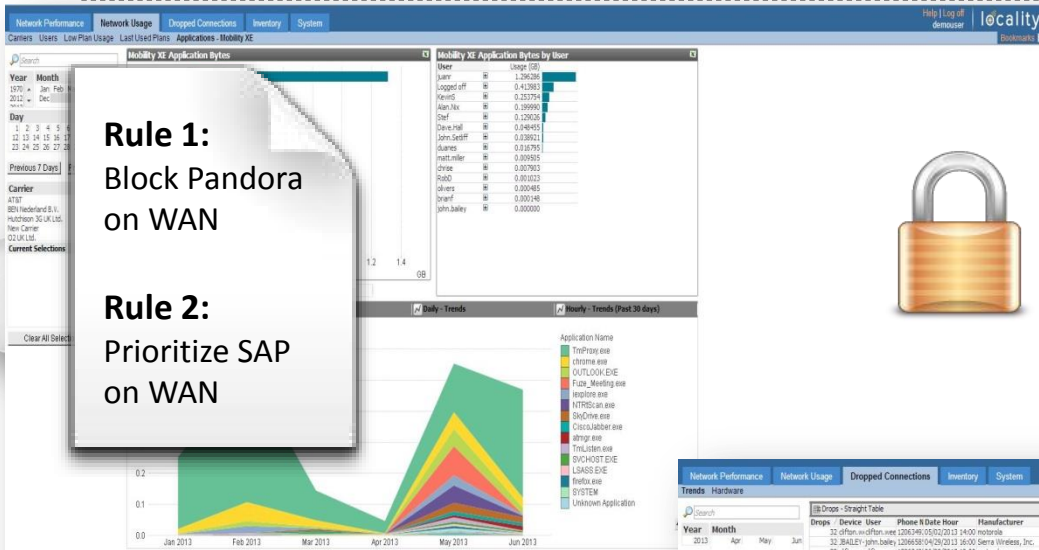


Centralized Granular Control

- Gain awareness of applications and networks
- Prioritize mission critical business applications
- Control cellular data usage
- Manage application usage by network, application, process, IP and port

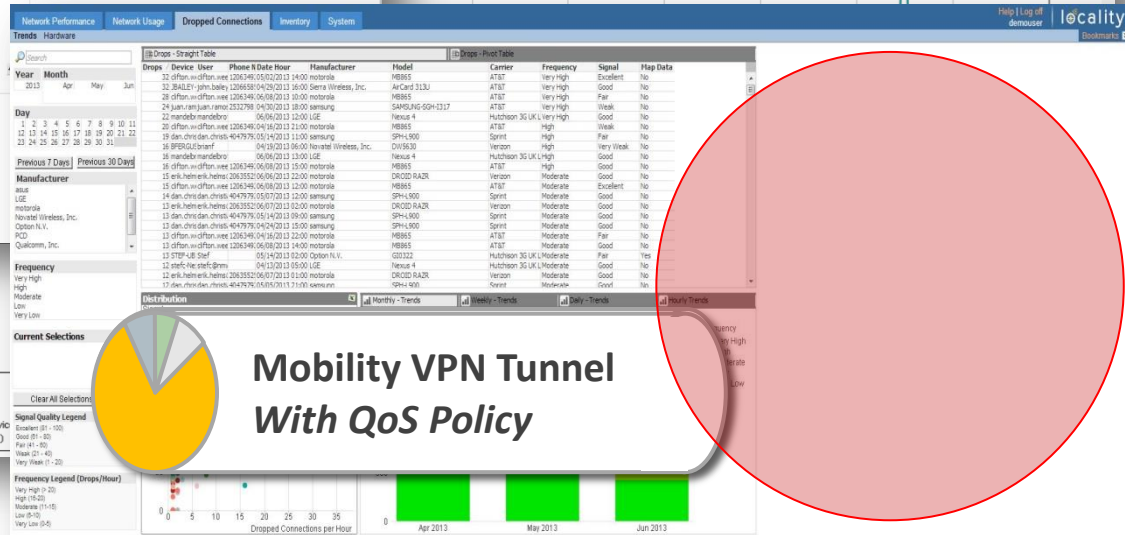
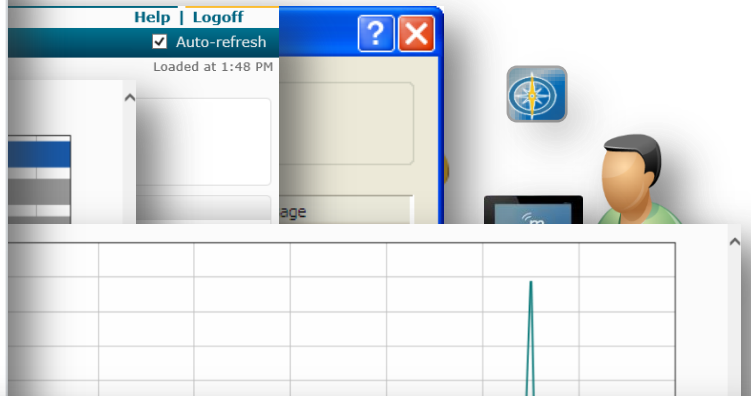
12. Quality of Service

- Prioritize applications to ensure access across low bandwidth networks



Rule 1:
Block Pandora
on WAN

Rule 2:
Prioritize SAP
on WAN

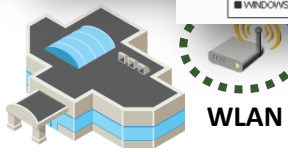


Mobility VPN Tunnel With QoS Policy



Reachable (u) No data available

Connections: 0



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NMW: Ensuring Your Mobile Deployment Success

MOBILITY

- ⌋ **Eliminate** challenges caused by disconnects
- ⌋ **Enable** mobile *and* non-mobile applications from the field
- ⌋ **Ensure** security across *any* network
- ⌋ **Automate** granular control over networks, devices, and applications



- ⌋ **Identify** actual cellular coverage & make informed decisions
- ⌋ **Troubleshoot** mobile workforce connectivity issues
- ⌋ **Create** inventory of mobile devices
- ⌋ **Monitor** data usage

LOCALITYCLOUD

MOBILE SOLUTIONS GROUP

Sure-Start

Sure-Check

Advanced Authentication

Technical Consulting