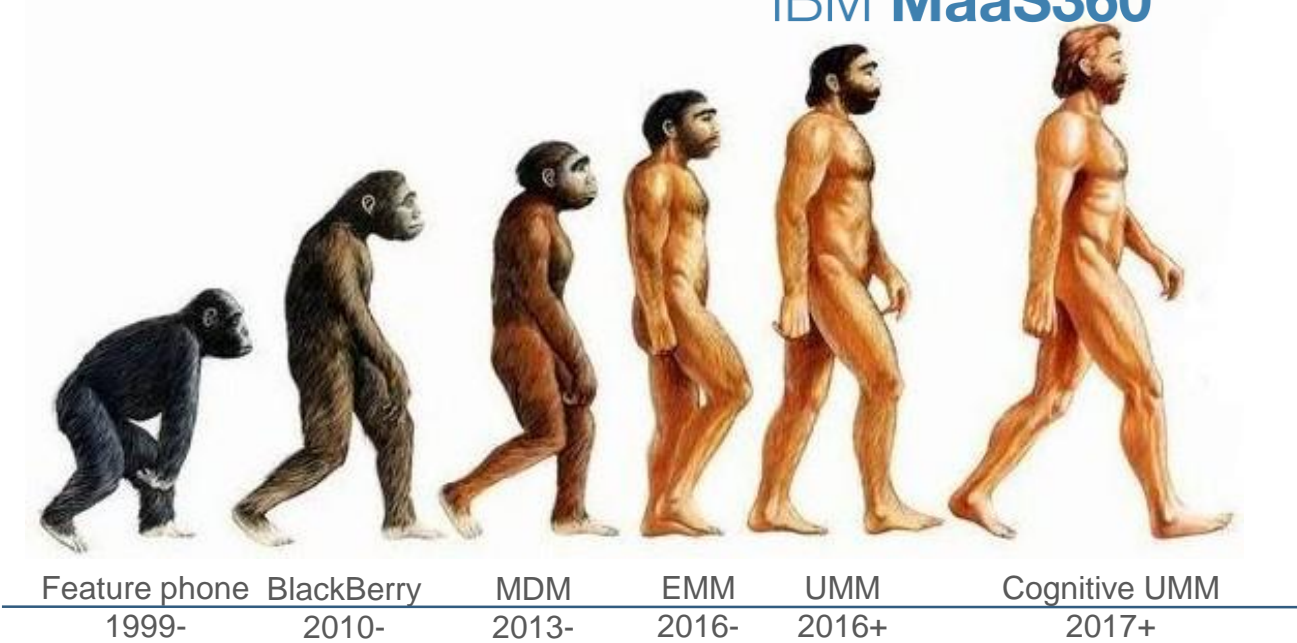


IBM MaaS360



MaaS360 Unified Mobility Management

July 2016

Unified Mobility Management Questions

- *How important is CYOD & BYOD strategy?*
- *How important that commercial model is not impacted by the Fx Rate fluctuations?*
- *How important to prevent Mobile data bill shock when mobile data is expected to grow more than 7 times by 2020?*
- *How important to prevent Mobile Data breaches from Malware/Ransomware where there are over 12,000 new ones every day and most of them are developed by cyber criminals?*
- *How important to support contractors, shift-workers and employees with multiple inboxes (eg. executive and executive assistances)?*
- *How important is simple and easy use of enrolment with clientless registration rather than having multiple separate apps?*
- *How important to have a secure way to distribute and manage identity/device certificate to mobile and PC endpoints without exposing CA/NDES to the internet?*
- *How important to automate the policy based on posture status, geo fencing, time and mobile data usage to reduce the TCO and enhance security and productivity?*

MaaS360 Unified Mobility Management vs Other MDM/EMM (exGST AUD)

	MaaS360 UMM	AirWatch EMM	Other EMM
Included MDM?	Yes	Yes	Yes
Included Mobile Threat Prevention (MTP) to protect from Cyber/mobile malware/ransomware attacks?	Yes	No, (need to leverage 3 rd party)	No, (need to leverage 3 rd party)
Included Mobile Data Expense Management (MEM) to avoid Mobile Data Bill Shock?	Yes	No (need to purchase higher tier "yellow" which is \$9.33 USD per device/per month)	No
SOC 2 Type II audit completion for Secure Cloud Data operation?	Yes plus ISO 27001	No (Only SOC2 Type I)	No (Only SOC 2 Type II)
Single Secure Container App for MDM agent, MEM, MCM?	Yes	No (they are all separate apps)	No (they are all separate apps)
Flexible branding including app icon within container	Yes	No (only Web and within app)	No (only Appstore)
Fixed AUD/NZD Price?	Yes	No	No
Support XP, VISTA and Windows 7 as an option?	Yes	No	No
Unlimited no of devices per user license as an option?	Yes	No	No
Support Contractor use case?	Yes	Yes	No
Automated comprehensive Report?	Yes	Yes	No
Month Payment term?	Yes	Yes	No
Per device per month price (list + estimated 3rd party MTP cost)	\$4.27	\$8.00	\$8.00
Total price (list + estimated 3rd party MTP cost) (1000 Devices with 24 months contract)	\$102,480.00	\$192,000.00	\$192,000.00

Current Enterprise Mobility Status

Over 50% of the Australian customers surveyed say they have either “reached the limit” or are “dissatisfied” with their current vendors and are **looking to switch** ¹



Source:1 IDC APEJ Enterprise Mobility Survey, 2015 Source 2: Clients interviews in 2016

Plus Cybersecurity



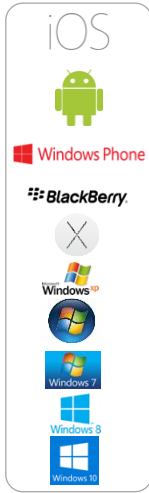
More than 20% companies had mobile data breaches due to mobile malware/rogue WiFi hotspots¹

Nearly 40% don't have visibility on their mobile security status whether they have been impacted¹

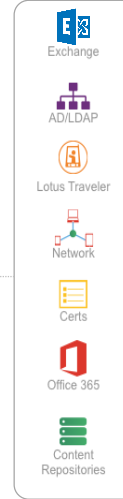
Average losses from cyberattacks is over \$400,000 for Australian SMBs²

Mobile Data usage is expected to grow more than 7x by 2020³

Every day, there are 12,000+ new mobile malware⁴



COPE
BYOD
Shared
Contractors



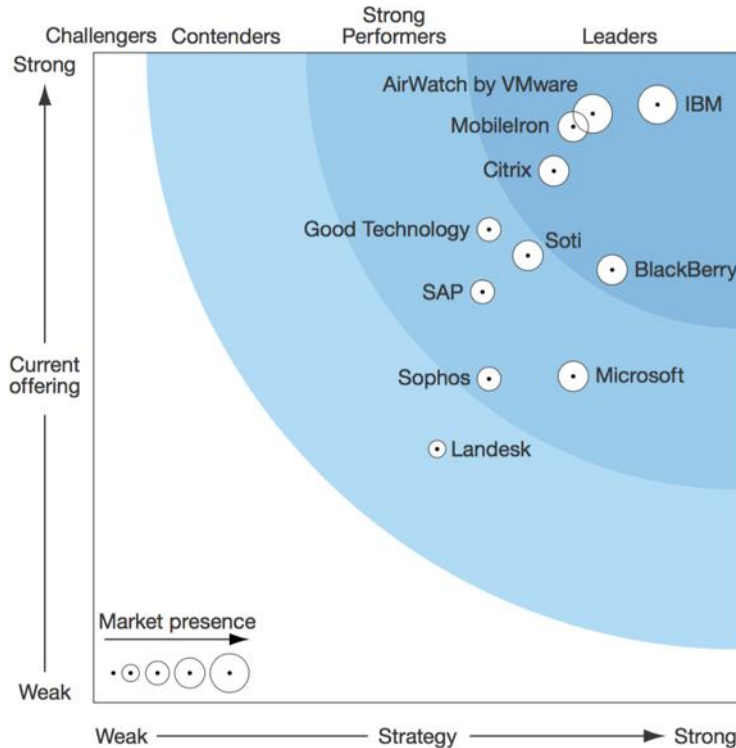
Mail systems
Directories
Certificates
File shares

Unified Mobility Management

- One Team ✓
- One Infrastructure (Cloud) ✓
- Agile and User driven with compliance ✓
- TCO reduction up to 65% ✓
- Mobile threat prevention ✓

IBM is the leader in UMM (Unified Mobility Management)

FIGURE 2 Forrester Wave™: Enterprise Mobile Management, Q4 '15



- Ranked highest in “Current offering”
- Ranked highest in “Strategy”
- Tied for highest Rank in “Market Presence”

Gartner 

2013 - 2016 Magic Quadrant Leader for Enterprise Mobility Management

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Some of Local Case Studies



**ST VIRGIL'S
COLLEGE**

Catholic boys school in the Edmund Rice tradition

ARROW

INTERNATIONAL

Projects: Strategy and Delivery

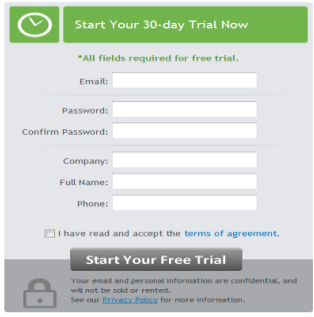


Test drive today

1

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Password:

Confirm Password:

Company:

Full Name:

Phone:

I have read and accept the [terms of agreement](#).

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2

Easy

Set up and configure your service in minutes



3

Mobile

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