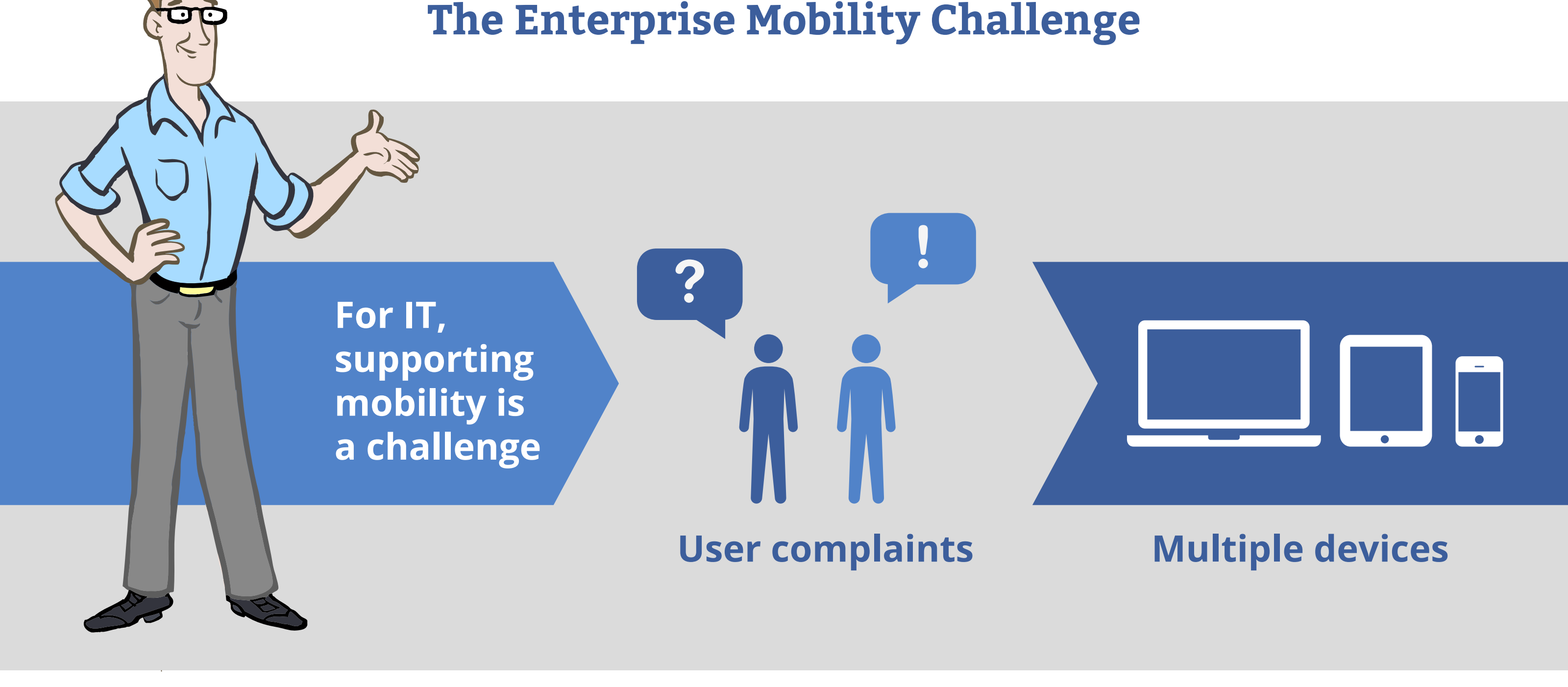


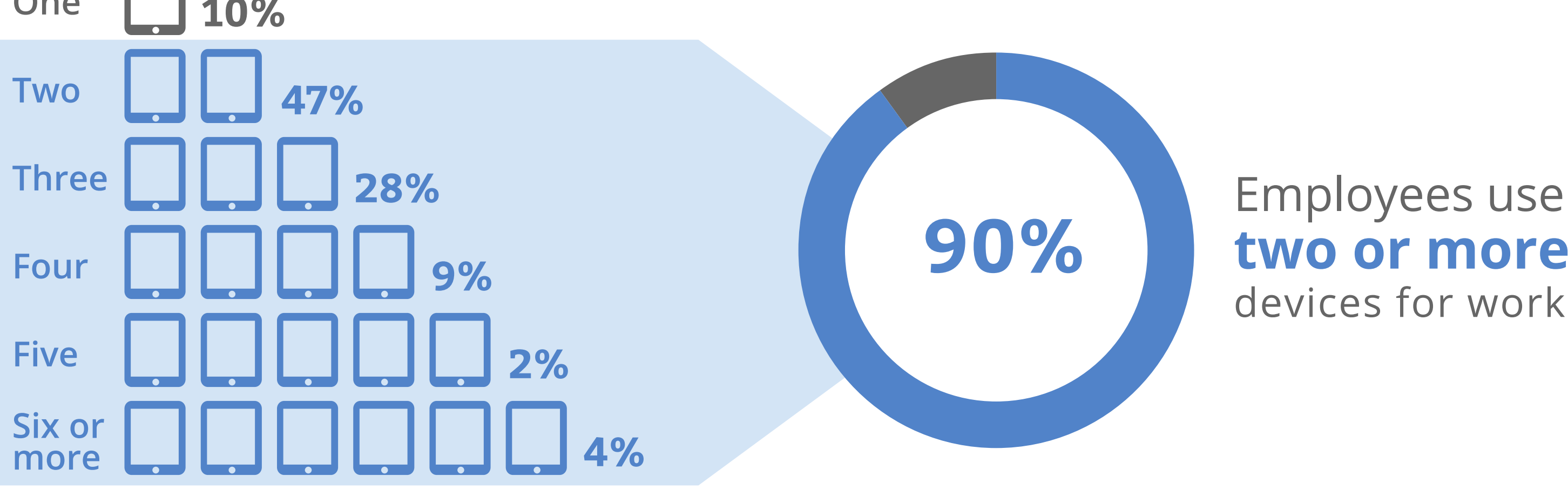
Mobile Access to Documents and Apps

What Are My Options?

The Enterprise Mobility Challenge

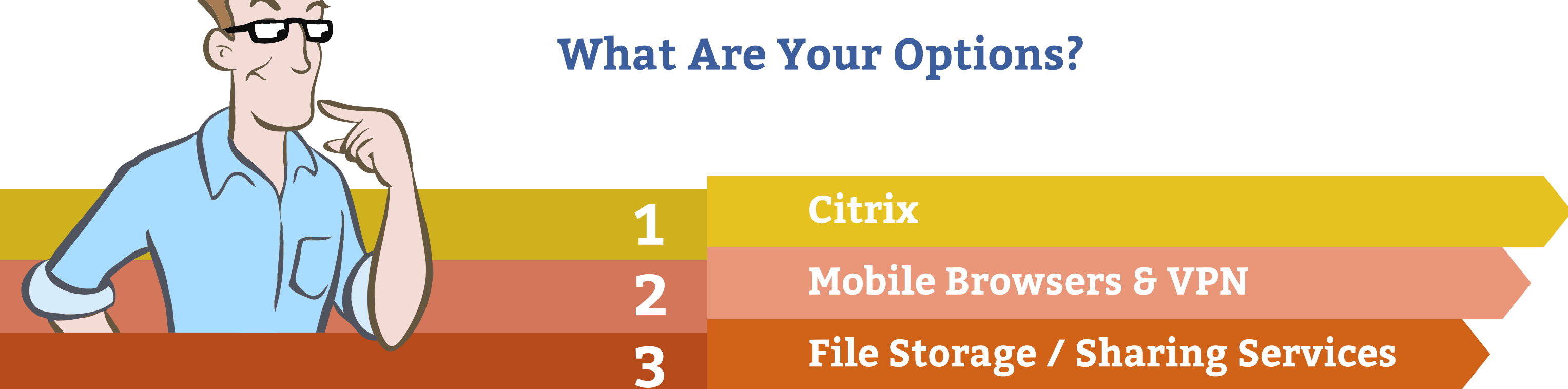


How many devices do employees use for work?



Base: 200 enterprise IT hardware decision-makers in North America, Europe, and Asia
Source: A commissioned study conducted by Forrester Consulting on behalf of Citrix Systems and HP, September 2012

What Are Your Options?



Citrix

Pros

- Secure
- Protects corporate data

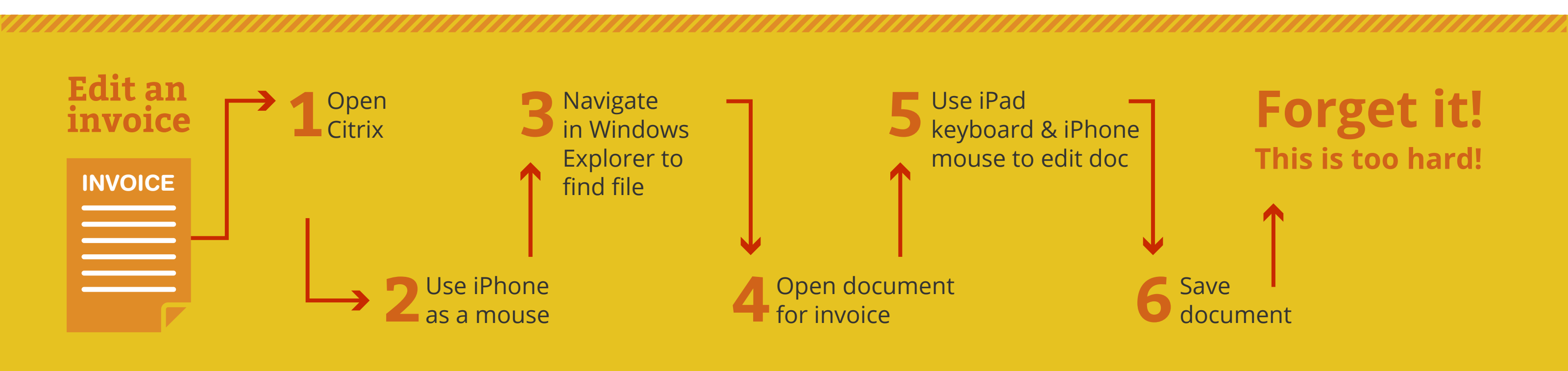
Cons

- Doesn't use device gestures
- Cumbersome user experience
- High deployment costs
- Doesn't work offline

Thousands of dollars in server costs



Citrix Is Hard to Use



Mobile Browsers and VPNs

Pros

- Provides access to content & web applications

Cons

- Apps corrupt formatting of Office docs
- Docs on device not containerized – can be saved to device & emailed anywhere
- Doesn't work offline



Server

Complex log-in

Apps **corrupt** Office documents

Doesn't work offline

Doc on device **not secure**

Extra step to upload file



Device with apps

File Storage/Sharing Services

Dropbox & Box

Pros

- Scalable document storage & sharing

Cons

- IT loses control due to direct deployment by users
- Multiple versions of same document
- Requires moving data to the cloud
- Data on device not secure

190 Million people use either Dropbox or Box



Version Problems

The latest contract is in somebody's Dropbox



MobileSpan to the Rescue



Avoid version headaches. The latest version of the doc never leaves the server



Leverage existing file shares



Preserve document formatting. See documents exactly as they are



Containerization keeps documents safe



Supports all device gestures



Available offline

We don't have to tell them it's way cheaper than Citrix

Finally! I can work on my tablet!

IT

Users