



Exploiting Mobile Technologies to Run a More Profitable Business

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Let's Demystify Mobile Device Management

Learn about deploying devices, methods to protect your assets and proprietary content.

Remote Management
Learn about managing devices; protecting your assets and proprietary content; restricting features, Apps and purchases; remote wiping of lost/stolen devices; company-issued vs. BYOD; location tracking;

Content
Identify the top MDM software companies, differences and prices starting at free. Also learn how to create multiple Apple IDs for device deployments without tying a credit card to each.

Integrating Device Management

Exploiting mobile technologies has become essential for any field-based business.

Remotely Wipe Sensitive Data
Remote lock and wipe in the event that customer sensitive data is left on a job site!

Unified, Central Control
Manage your fleet of devices from one dashboard allowing you granular control.


Enforce Security Protocols
Deploy devices securely over the air - everything from passwords to location based security. You can even preload wifi and email settings.

Restrict Device Functions
Over the air device management allowing everything from app removal to locking down the camera on devices.

Start Smart!

It is estimated that over 50% of IT projects fail due to poor planning. – CIO.com, 2016

“ If you don’t know where you’re going. How can you expect to get there?” -Basil S. Walsh-






Executive Support
Develop and communicate a clear and strategic plan before deploying.



Establish Clear Objectives
Design decisions, good and bad, are amplified with scale.




Basic Firm Requirements
Determine the needs of the firm and isolate those requirements from the wants.

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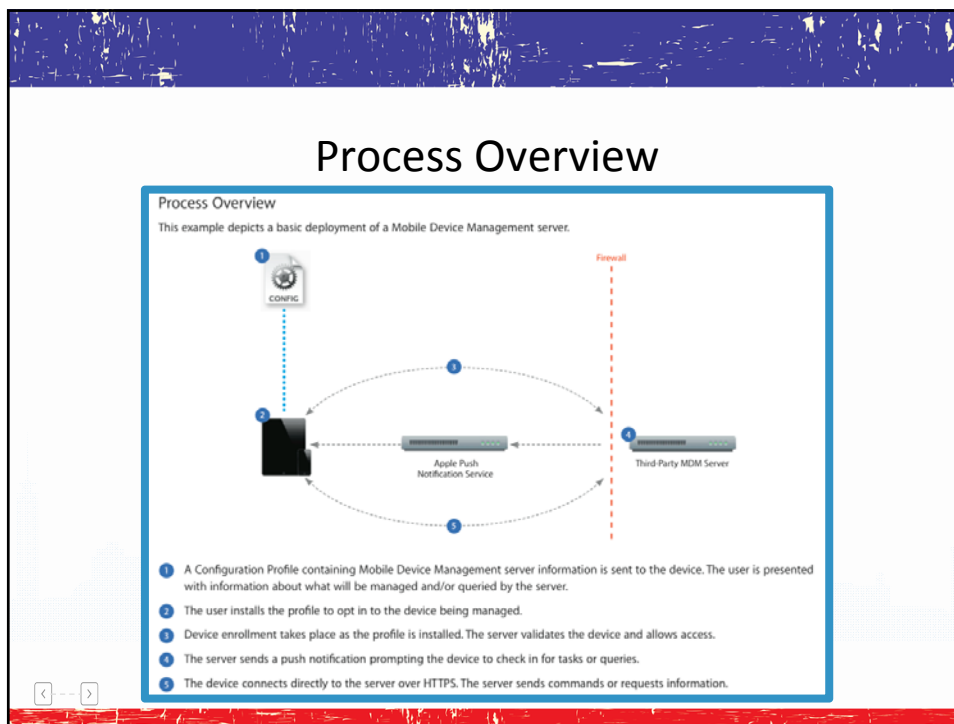
Where to Start?

Plans are worthless. Planning is essential. – Dwight D. Eisenhower

1. Understand the deployment goals, develop a scope.
2. Define and communicate expected outcomes, make a plan for future communication.
3. Assess the existing infrastructure: LAN/WiFi density, VPN, server/storage resources, internet bandwidth.
4. Plan for user support and rollout – pilot users, what happens when it breaks?
5. Identify device policies, users & groups: Who gets the devices in what order? Training? Who purchases applications? What is the device backup strategy?
6. Purchase devices, order accessories and applications – if Apple, purchase via VPP.
7. Prepare for physical rollout: Unpack, check and initialize devices, transmit configuration payloads, verify.
8. Distribute devices with sign-out documents.
9. Conduct device training – articulate deployment plan, goals and expected outcomes.
10. Expand distribution to remaining devices.
11. Verify deployment through dashboard.
12. Monitor to ensure program fidelity.



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iOS Deployment

Activation	Associating a brand new device
Enrollment	Associating a device to an account to bring it under management.
Configuration	Applying settings to a device via Configuration Profiles.
Security Management	Locking, resetting of a passcode, or wiping data from a device.
App Distribution	Making App Store or in-house apps available to end users.
eBook Distribution	Making iBookstore or in-house eBooks available to end users.
Inventory	Gathering a device's hardware, software or settings.
App Updates	Updating the apps on a device.
Backups	Backing up data from an iOS device to a computer.
Restore	Restoring an iOS device to a previous state.
iOS Updates	Updating the device to a newer version of iOS.

Compare & Contrast

MDM Comparison Chart

MOBI Wireless Management

Enterprise mobile device management (MDM) software is primarily a policy and configuration management tool for mobile handheld devices, such as smartphones and tablets based on smartphone OSs. It helps enterprises manage the transition to a more complex mobile computing and communications environment by supporting security, network services, and software and hardware management across multiple OS platforms. This is especially important as bring your own device (BYOD) initiatives become the focus of many enterprises. It can support corporate-owned as well as personal devices, and helps support a more complex and heterogeneous environment. The primary delivery model is on-premises, but it can also be offered as software as a service (SaaS) or through the cloud. Although some MDM vendors also support PCs, this Magic Quadrant focuses only on mobile capabilities.

	MobileIron	AirWatch	Fiberlink	Zenprise	Good	BoxTone	IBM	SAP	Symantec	Netify	McAfee	Sophos	SCIT	Tango	LANDesk
MOBI Supported	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
PACKAGING															
SaaS	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Appliance	✓	✓	✗	✗	✗	✗	✗	✓	✗	✓	✗	✗	✗	✗	✗
Windows Software	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mac Software	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Unix Software	✗	✗	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗
Virtual Machine	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Retailer Theming	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓
LICENSING															
Perpetual License	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓
Recurring License	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Unified, Central Control

The screenshot displays a dashboard interface for mobile device management. At the top, there are navigation tabs for 'Business Technologies', 'Systems Manager', and 'Tag: All'. A search bar is present on the right. Below the navigation, there is a notification banner: 'New in Dashboard: ICMP Layer 3 Firewall Rules. Read more.' The main section is titled 'Client list' and shows a table of 495 clients. The table has the following columns: #, Status, Name, Enrollment Date, Model, Connected, Connectivity, User, SSID, Serial, Battery, Phone #, Tags, Location, OS, Location (Selected), and Center network. The first row of data shows a client with ID 1, Status 'Enrolled', Name 'iPad mini', Enrollment Date 'Apr 11 2016', Model 'iPad mini', and Location 'Binghamton, US'.

Restrict Device Functions



Device Functionality (iOS):

- Allow FaceTime
- Disallow sharing of managed documents with AirDrop
- Allow in-app purchases



Cross-Platform Restrictions:

- Allow use of camera
- Allow installing apps
- Allow screen capture



Security and Privacy:

- Allow automatic updates to certificate trust settings
- Allow user to accept untrusted TLS certificates
- Force encrypted backup

Enforce Security Protocols



Device Functionality (iOS):

- Allow app removal
- Allow configuring restrictions
- Allow "Erase All Content and Settings"



Windows Phone Specific:

- Allow WiFi
- Allow Bluetooth
- Allow use of external storage card
- Encrypt device internal storage



Additional Security:

- Enable "Single App" mode
- Enable Global HTTP proxy
- Enable web content filter

The Secret of Apple IDs with No Credit Card

The screenshot shows the Apple ID account management page. The 'Payment' link is circled in red. The page is divided into sections: Account, Security, Devices, and Payment. The Payment section includes fields for credit card number, security code, and billing address.

Section	Item	Value	Action
Account	APPLE ID	11111@stevemetz.com	REACHABLE AT
	BIRTHDAY	01/01/1964	11111@stevemetz.com
Security	PASSWORD	Change Password...	SECURITY QUESTIONS
	RESCUE EMAIL	Add a Rescue Email...	Change Questions...
	TWO-STEP VERIFICATION		Add an extra layer of security to your account.
Devices	DEVICES	View Details	
	PAYMENT METHOD	credit card number	This payment method will be used when you make purchases in the iTunes Store, App Store, Apple Online Store, and more.
Billing Address	mm/yyyy	security code	Cancel Save
	Bob	Ginz	

Workaround via the App Store

The screenshot shows the 'Provide a Payment Method' page in the App Store. It includes a 'Payment Type' section with options for VISA, MasterCard, American Express, PayPal, and None. Below this is a 'Billing Address' section with fields for Title, First name, Last name, Street, Apt., suite, floor, City, State, Zip, Area code, and Phone.

Payment Type: VISA, MasterCard, American Express, PayPal, None

To redeem a code or gift certificate, enter it here:
Enter Code: _____

Billing Address:
Title: _____
First name: _____ Last name: _____
Street: _____
Apt., suite, floor: _____
City: _____ State: _____ Zip: _____ United States
Area code: _____ Phone: _____

Apple uses industry-standard encryption to protect the confidentiality of your personal information.

Volume Purchase, Simplified Distribution of Apps

Business Store
Volume Purchase Program for Business

The Volume Purchase Program allows businesses to purchase iOS apps in volume and distribute the apps to their users. You can learn more about the program [here](#). To find an app, search for its name or App Store URL.

Purchase History DUNSF Sign Out

[Back to Store](#)

Payment Information Edit Payment Information

Recent Purchases
Latest Purchase. This is your most recently made purchase.

Order Date	Order	Name	Type	Order Total	Licenses	Codes
08/02/12	NGYLWZG45	Contact Wheel	App	\$99.00	100 Codes	Download Spreadsheet

Questions

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Up Next: Lunch on Event Lawn 1

Breakouts resume at 1:30

Don't forget to fill out the online evaluation at
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