Exploiting Mobile Technologies to Run a More Profitable Business

Steve Metzman
President
iBusiness Technologies

This session is eligible for
1.5 Continuing Education Hours.

To earn these hours you must:

- Have your badge scanned in and out at the door
- Attend 90% of this presentation
- Fill out the online evaluation for this session: www.necanet.org/NNSurvey2017

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

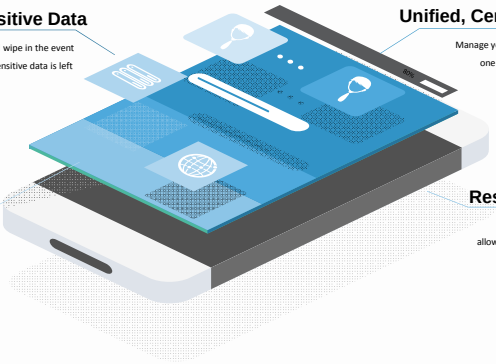
Exploiting mobile technologies has become essential for any field-based business.

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.

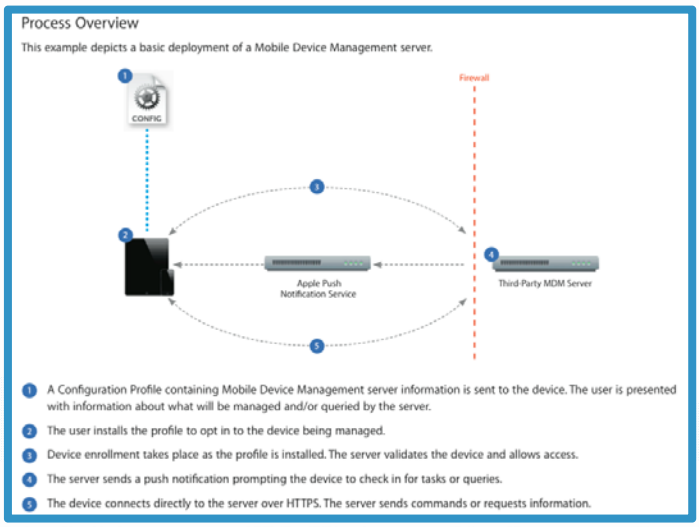
Basic Firm Requirements
Determine the needs of the firm and isolate those requirements from the wants.

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.

Process Overview



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

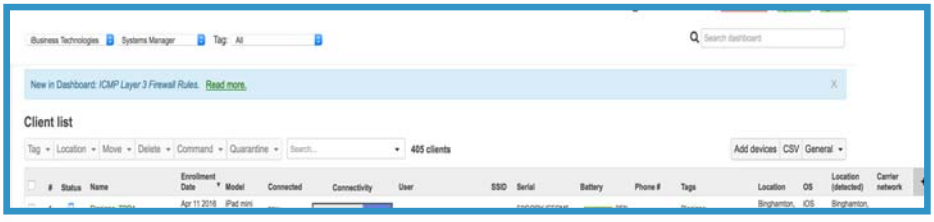
MOBIwm.com · @MOBIwm · 855.259.6624

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.

✓ = Available
– = In Progress
✗ = Not Available

	MobileIron	AirWatch	Fiberlink	Zenprise	Good	BoxTone	IBM	SAP	Symantec	Notify	McAfee	Sophos	SOTI	Tangoe	LANDesk
MOBI Supported	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
PACKAGING															
SaaS	✓	✓	✓	✓	✓	✓	–	✓	✓	✓	✗	–	✓	✓	–
Appliance	✓	✓	✗	✗	✗	✗	✗	✓	✗	✓	✗	✗	✗	✗	✗
Windows Software	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mac Software	✗	✗	✓	✗	✗	✗	✗	✗	✗	✓	✗	✗	✗	✗	✗
Unix Software	✗	✗	✗	✓	✗	✗	–	✗	✗	✗	✗	✗	✗	✗	✗
Virtual Machine	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✗	✗	✓	✓	✓
Reseller Theming	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✗	✗	✓	✓	–
LICENSING															
Perpetual License	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Recurring License	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓

Unified, Central Control



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

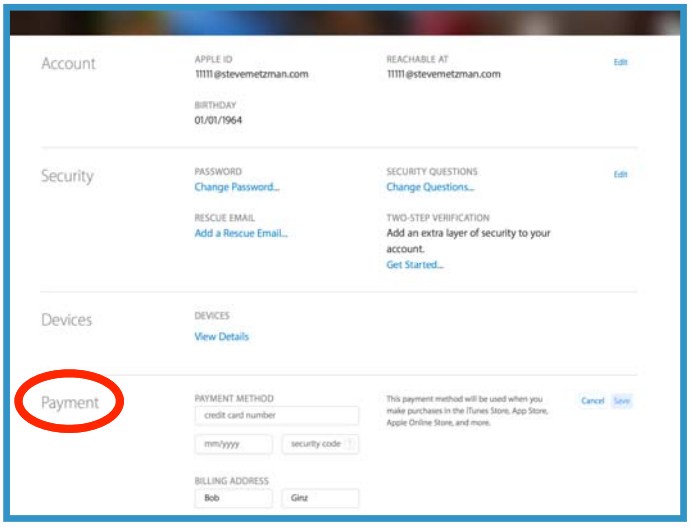
Enforce Security Protocols

Device Functionality (iOS):
- Allow app removal
- Allow configuring restrictions
- Allow "Erase All Content and Settings"

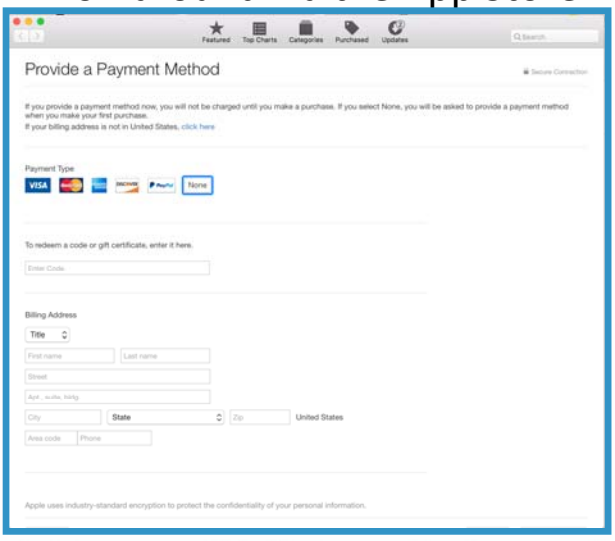
Windows Phone Specific:
- Allow WiFi
- Allow Bluetooth
- Allow use of external storage card
- Encrypt device internal storage

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

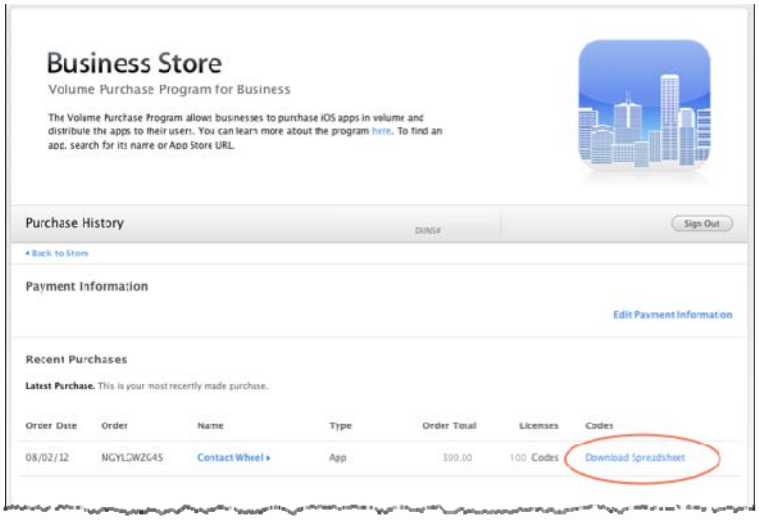
The Secret of Apple IDs with No Credit Card



Workaround via the App Store



Volume Purchase, Simplified Distribution of Apps



Questions

iBusiness Technologies
www.iBusiness-Tech.com
Steve.Metzman@iBusiness-Tech.com
877-565-3261

Up Next: Lunch on Event Lawn 1

Breakouts resume at 1:30

Don't forget to fill out the online evaluation at
www.necanet.org/NNSurvey2017