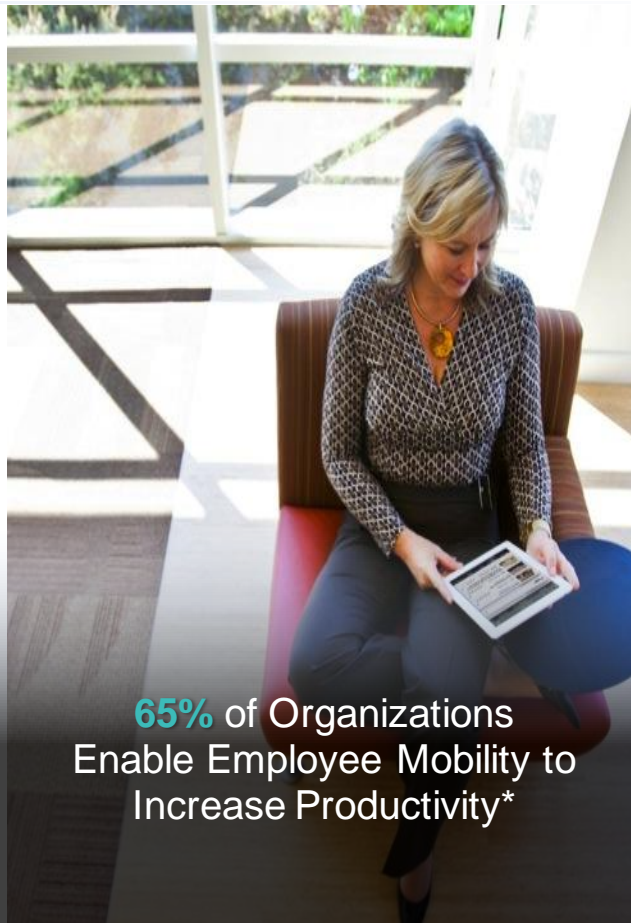# uni.systems

Quest GROUP

Secure Enterprise Mobility Management
The system integrator point of view

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Mobility is Top of Mind…

**50% o**f Companies Have Adopted Companywide Mobility Strategy*

65% of Organizations Enable Employee Mobility to Increase Productivity*
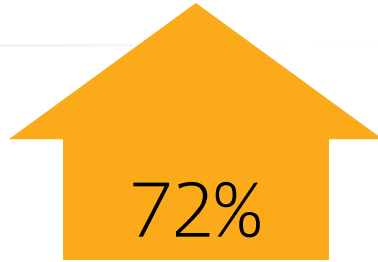
66% of Organizations use Mobility to Increase Customer Satisfaction and Increase Customer Loyalty

… Helping to Change the Way the World Works, Lives, Plays, and Learns

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Mobility at work : Mobile Usage Trends in the Enterprise
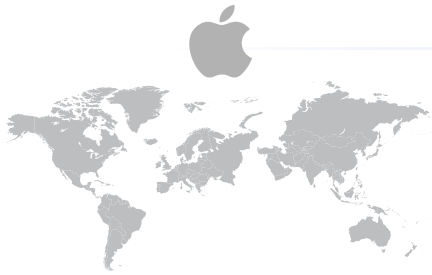
iOS remains the dominant mobile platform in the enterprise.

72%

The number of devices managed in the enterprise nearly doubled, growing by 72% over the past year.

Passcodes remain by far the most common method of device-level enforcement to protect the information used on mobile devices.

Device adoption by OS varies across different vertical industries.

39%

Android devices in healthcare industry

71%

iOS devices in financial industry

$
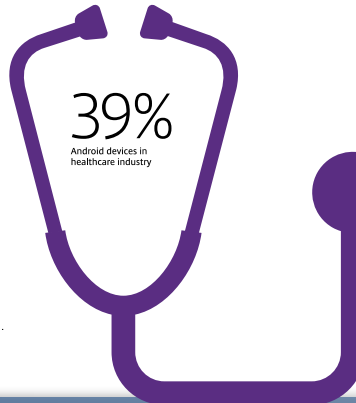
… mobile device usage continues to grow in both volume and sophistication in both consumer and business markets, with no signs of slowing

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Who Dominates the Global Workforce?

	Americas		EMEA		APAC	
	2013	2014	2013	2014	2013	2014
iOS (blue)	2%	7%	20%	16%	—	—
Android (green)	30%	26%	30%	27%	19%	33%
Windows (gray)	68%	67%	50%	57%	81%	67%
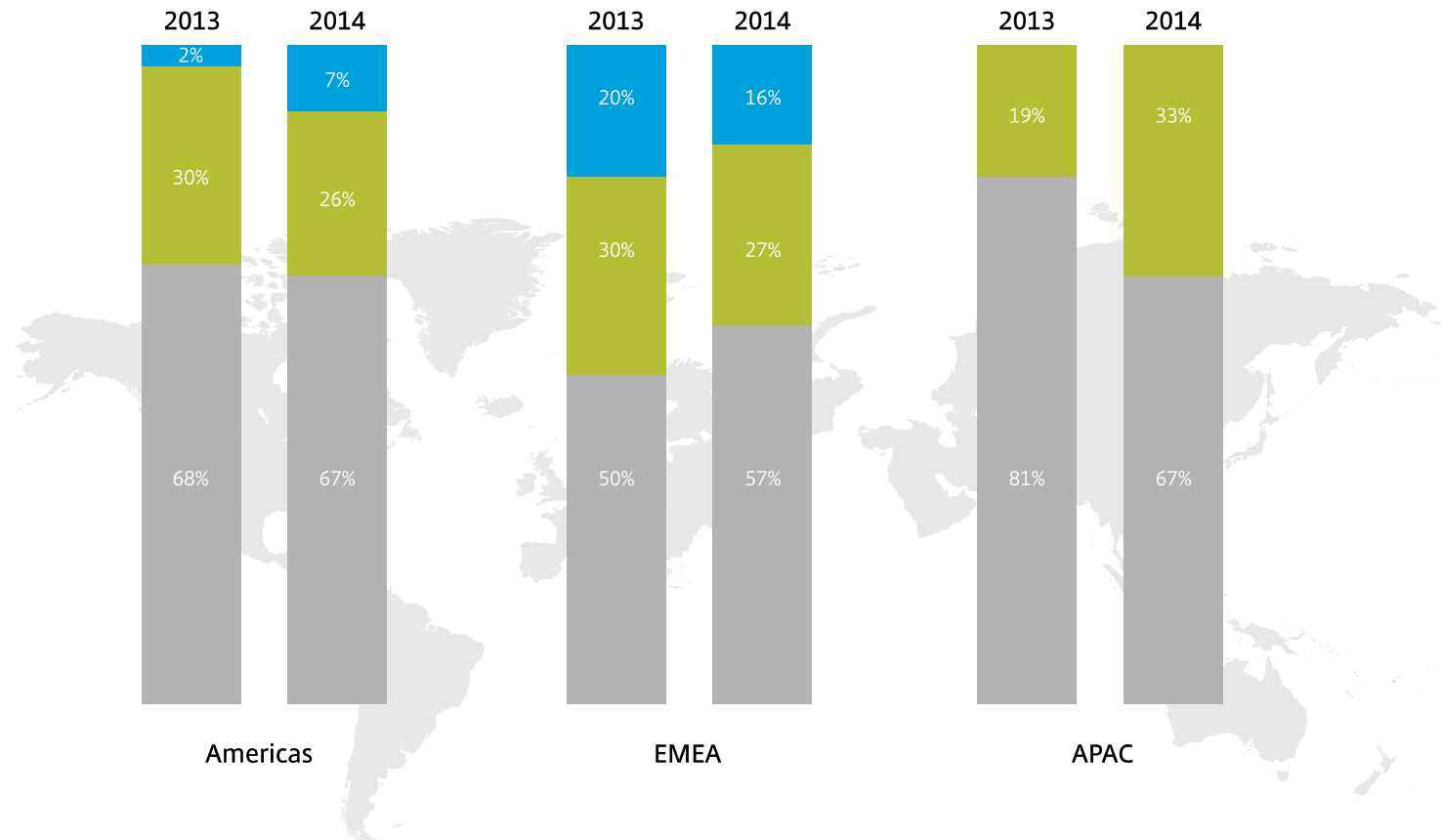
Top Blacklisted
and Whitelisted Apps

Top Blacklisted App

Top Whitelisted App

Policy Deployments

Passcode
91% (2013)
90% (2014)

Restrict
26% (2013)
27% (2014)

Wifi
25% (2013)
27% (2014)

VPN
11% (2013)
11% (2014)

Cert
6% (2013)
8% (2014)

GPS
40% (2013)
28% (2014)

2013 2014
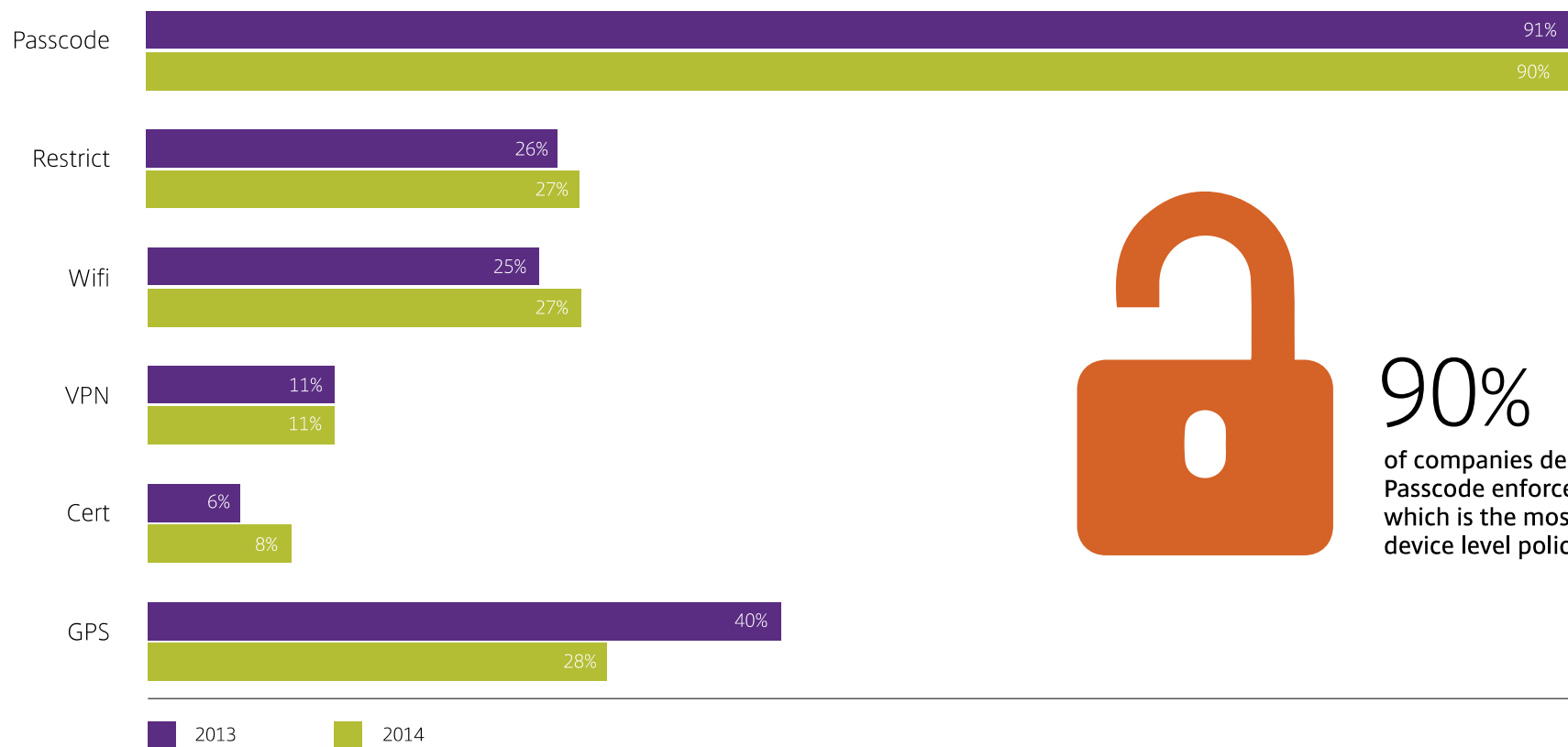
90%
of companies deploy Passcode enforcement, which is the most common device level policy.

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The Workspace-era

The physical Workplace will be Software-Defined

Desktop is to PC-era as Workspace is to Cloud-era

Together we will create value for customers

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There is more heterogeneity than ever

CEO

Improve productivity profitability operational efficiency & competitive position

Exploding heterogeneity & number of business devices

Complex set of critical business apps – mobile, web, SaaS & Windows

Security accountability for legacy & modern portfolio of apps, data & services

Workforce diversity – generational & geographic

'Change is constant' – re-orgs, M+A & offshoring

CIO

Solve info security, user experience & mobility for people, devices, apps & data faster and at lower cost

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Several dynamics that are fundamental

1	2	3	4	5
Shift to consumer in value, margin & relevance of services	**Experience & security first.** Everything else is secondary	**Unified, secure delivery** of apps & data is all that matters	The classic desktop is dead. Long live **the mobile workspace**	Breadth of physical to virtual. **Software-defining everything**

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Best in class requirements to address challenges

Challenges

Ensuring security and compliance

Delivering mobile users at-the-office experience

Mobilizing legacy apps and new business processes

Business and IT Require

- Cross-platform device security and management

- Corporate and personal data separation

- Secure file sharing

- Secure, integrated productivity apps

- Richer or business-like experience

- Integrated device and app management

- Mobility-ready business workflows

- Single Sign On - any app, any device

- Enterprise-grade mgmt, scalability, and performance

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How can
Unisystems
help?

Mobility-transformed business & people

Workforce
Engagement

Human
Capital

Process
Transformation

Business
Productivity

Facility
Reinvention

Operating
Efficiency

Software-defined
Workplace

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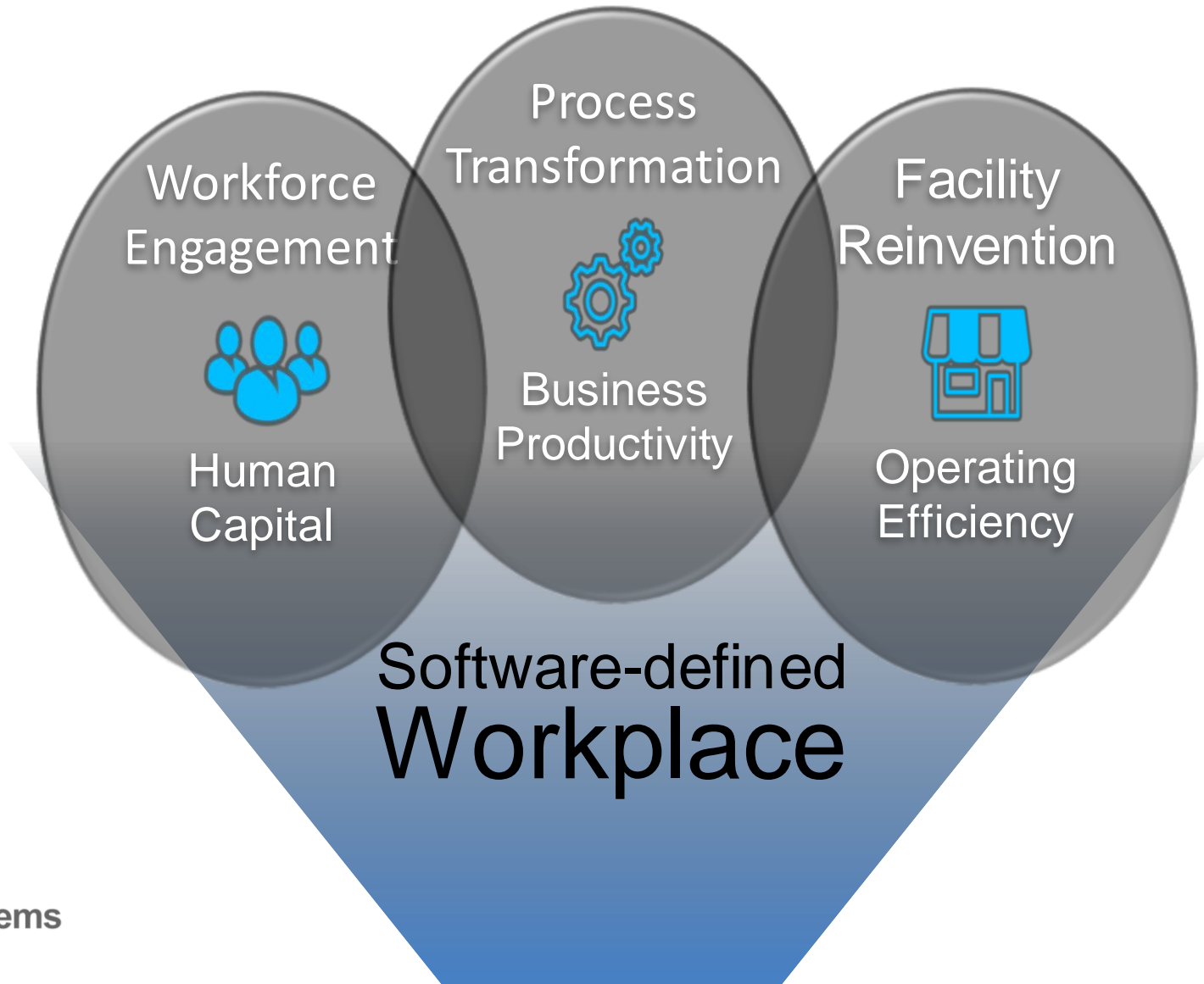
Software-defined Software-defined
Workplace Datacenter

Consumer-like Experience

Business & human outcomes

Operating & technical outcomes

Apps & content

People | Apps | Data   Compute | Network | Storage

Physical to Virtual   Physical to Virtual

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Software-defined
Workplace

Onboarding
Time to productivity
Business agility
Top line
CEO

Apps &
Content

Software-defined
Datacenter

Provisioning
Time to availability
Operational efficiency
Bottom line
CIO

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Software-defined
Workplace

People Can Work Anywhere

Consumer-like Experience

Delightful & productive experiences

Contextual & embedded security

Device, app & cloud any-ness
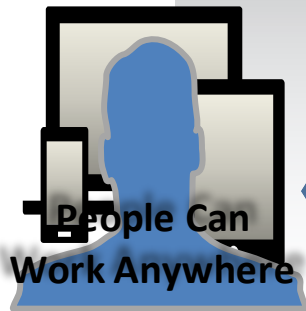
Services Can Be Made Anywhere

Service Provider Experience

Secure Workspace Delivery

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Multi Vendor Enterprise Mobility Management integration Challenges

2014 Magic Quadrant Enterprise Mobility Management Suites

CHALLENGERS — LEADERS
AirWatch
MobileIron
SAP
IBM
Citrix
Good Technology
Soti
Symantec
BlackBerry
Sophos
Landesk
Absolute Software
Tangoe
Globo
NICHE PLAYERS — VISIONARIES
ABILITY TO EXECUTE
COMPLETENESS OF VISION
As of June 2014

2014 Magic Quadrant Enterprise File Synchronization and Sharing

CHALLENGERS — LEADERS
Citrix
Microsoft
EMC
Box
Dropbox
Google
IBM
Accellion
Hightail
Huddle
Intralinks
Egnyte
WatchDox
Alfresco
AirWatch
Workshare
Novell
Acronis
ownCloud
NICHE PLAYERS — VISIONARIES
ABILITY TO EXECUTE
COMPLETENESS OF VISION
As of July 2014

2013 Magic Quadrant Application Delivery Controllers

CHALLENGERS — LEADERS
F5
Citrix
A10 Networks
Radware
Riverbed
Barracuda Networks
Array Networks
Kemp Technologies
Fortinet (Coyote Point)
Brocade
Sangfor
NICHE PLAYERS — VISIONARIES
ABILITY TO EXECUTE
COMPLETENESS OF VISION
As of October 2013

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IT gets Security And Compliance

Any Device

Applications and Content

MOBILE PRODUCTIVITY

Mobile Collaboration
Unified Comms

Mobile Data Security
Worx Mobile Apps, ShareFile, Receiver

APPLICATION DELIVERY

Application Storefront

App/Desktop Virtualization
CITRIX XenApp, XenDesktop

MOBILE POLICY

Network Policy Control

Mobile Device Management

MOBILE NETWORKING
Unified Access

CORE INFRASTRUCTURE + SECURITY

CLOUD INFRASTRUCTURE

BYOD Solution

Desktop Virtualization Solution

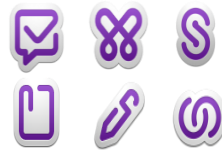Mobile Workspace Solution

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Integration Journey to value with Unisystems

Enable mobility	Drive productivity	Mobilize business

- Enterprise-grade infrastructure and mgmt. for MDM and MAM

- Secure file sharing

- End to end security and mgmt across the mobility stack

- Integration Challenges between key vendors mobility blueprints

- Most number of productivity apps for power users

- Workflows across multiple apps

- Experience optimized for business use

- All app types

- All remote user types

- One click access to ALL apps

- Optimized app performance and scalability

- Easily create mobility ready processes without new apps

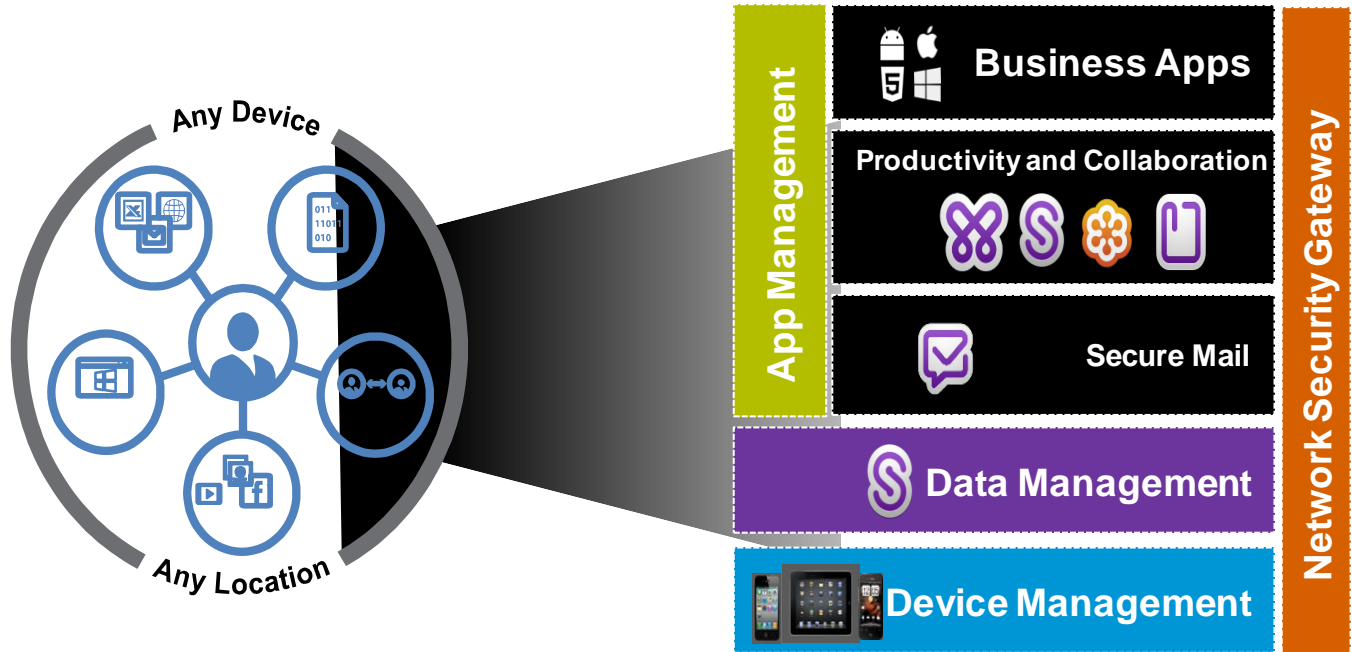# The complete Enterprise Mobility Management solution

Secure

Rich experience

Rapid Time to Value

Enterprise grade

Flexible delivery

Any Device

Any Location

App Management

Business Apps

Productivity and Collaboration

Secure Mail

Data Management

Device Management

Network Security Gateway

Flexible Delivery

Cloud
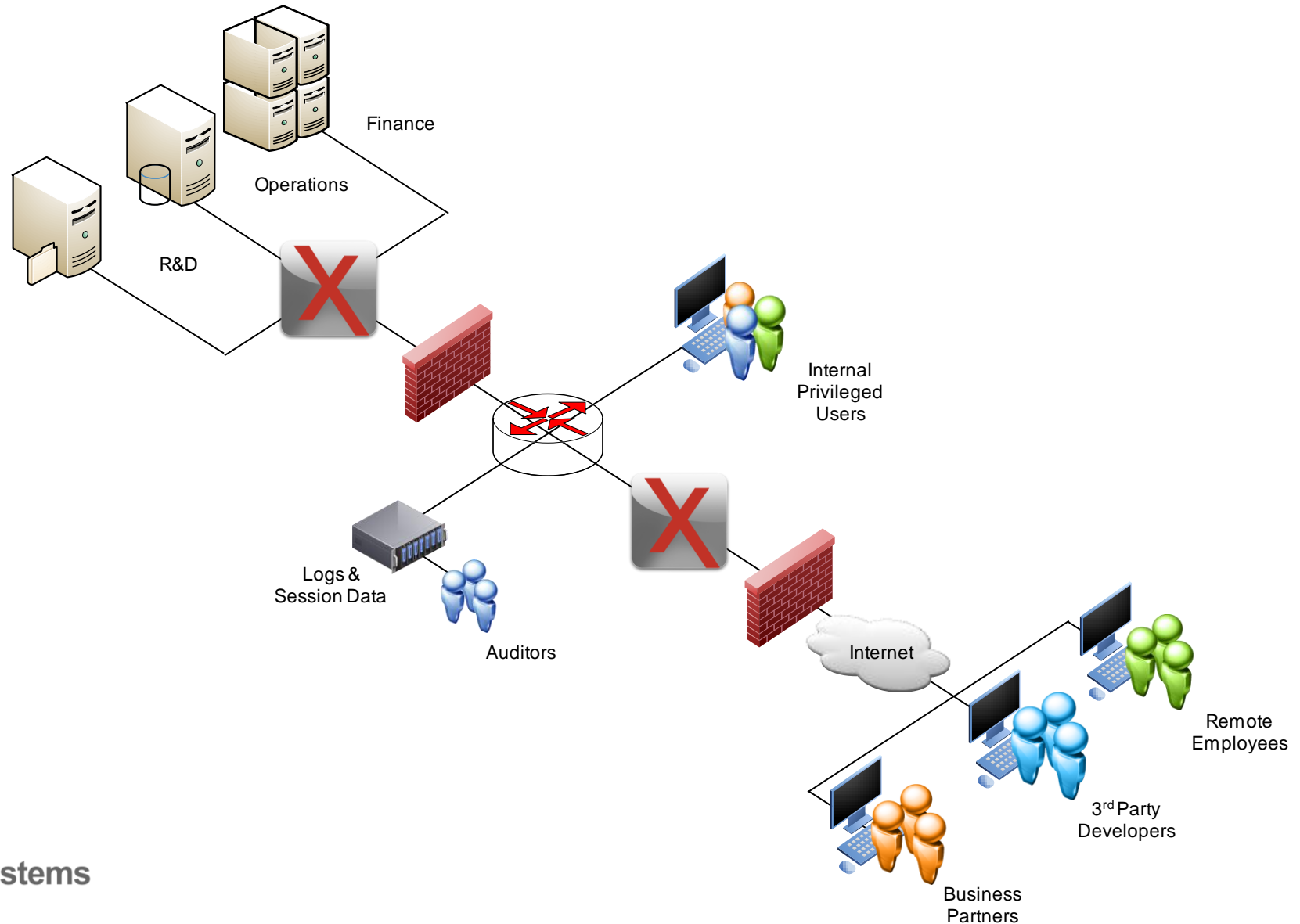- Pay as you go
- Scale as you grow

On prem
- Term license
- Perpetual

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Zero Trust with Minimal Effort for mobile privilege users

Finance

Operations

R&D

Internal Privileged Users

Logs & Session Data

Auditors

Internet

Remote Employees

3rd Party Developers

Business Partners

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Unisystems Secure Remote Delivery Services
The New Middle Tier

Delivery Services Tier

- 3d parties
- Browser
- Administrator
- Thin Clients
- Business users
- Mobile Devices
- Subsidiaries
- Developers
- Mac and Windows

Access Gateway

- Web Receiver
- 3rd Party Web

Store Services

- List My Apps
- Launch App
- List All Apps
- Subscribe

Authentication Service
- Password
- OTP
- Smartcard
- Kerberos
- …

- XML Service Adaptor
- Future Citrix Adaptors
- 3rd Party Adaptors

Xcidium Gatekeeper
- Session & CLI Recording

Workflow engine

App Controller
- Internal Web Apps
- SaaS Apps

- XenApp Farms
- XenDesktop Farms
- Custom Apps
- 3rd Party Apps

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Success Story – Financial Institute

Topic

Mobility, Endpoint, Messaging, Security

projects

BYOD, MDM

challenges

Securing mobile devices especially BYO devices

Separating personal/corporate data

beliefs

OS based security and native email are good enough

Our value

We help to provide a scalable MDM with future-proof architecture. ShareFile provides secure alternative to Dropbox. Citrix native apps give users 25% of their time back compared to native apps.

WorxMail   WorxWeb   ShareFile   WorxNotes   WorxEdit   WorxDesktop

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Success Story – Insurance

Topic

Mobility, Endpoint, Messaging, Security

projects

Secure email, Blackberry replacement

challenges

Balancing security and users' need for business-grade apps.

beliefs

Native apps are not secure. Security takes priority over user experience.

Our value

Our solution delivers best user experience with secure, business optimized productivity apps.

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Success **Story - Telecommunications**

Topic

LOB, Mobility

project

Business process automation

challenges

Securing custom and package apps

Limited resources

beliefs

Mobility is a strategic enabler for new business

Mobility helps improve customer engagements

Our value

Our solution helps to mobilize workflows and close the app gap by delivering Windows desktop, mobile, and SaaS apps.

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Helping to **Move Your Business Forward**

Technology from key Mobility Vendors leaders

Vision and journey

Validated solutions

Mobile Development

Services and support

Proven track record to deliver on a solution roadmap

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