MOBILE ENTERPRISE SERVICES
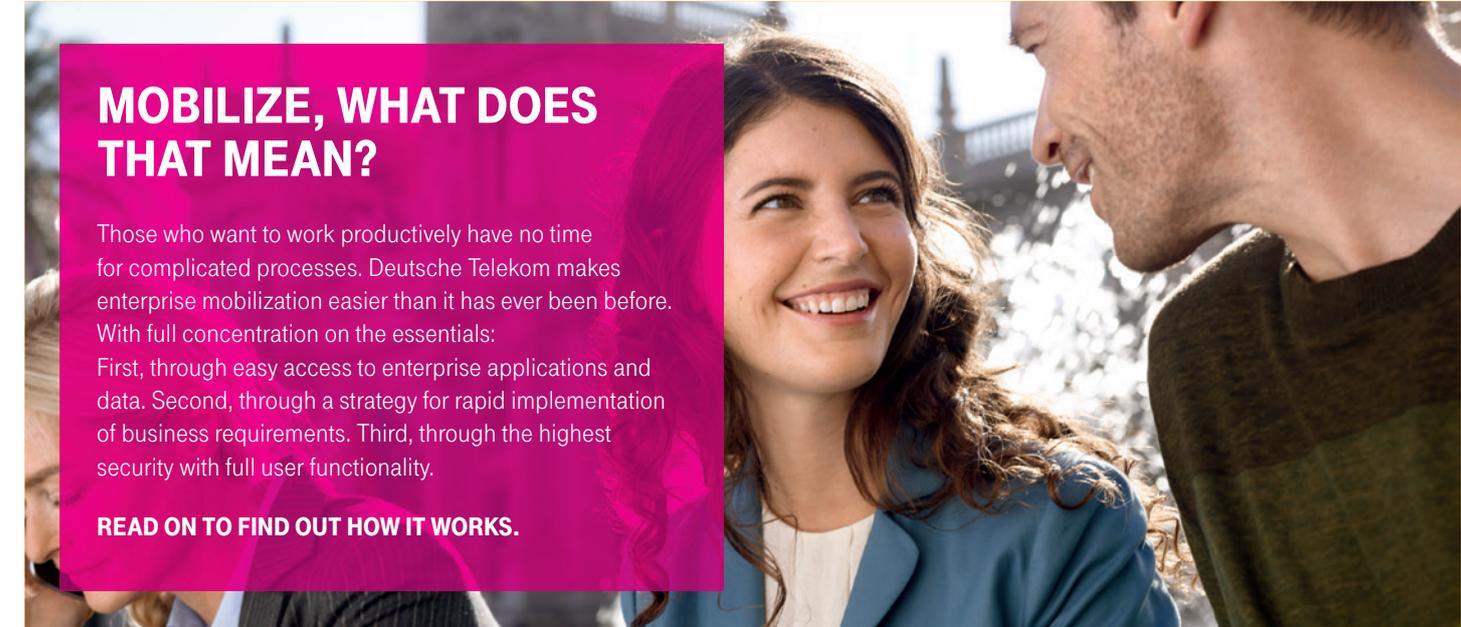## MOBILIZE YOUR BUSINESS HOLISTICALLY

MOBILIZE, WHAT DOES THAT MEAN?

Those who want to work productively have no time for complicated processes. Deutsche Telekom makes enterprise mobilization easier than it has ever been before. With full concentration on the essentials:
First, through easy access to enterprise applications and data. Second, through a strategy for rapid implementation of business requirements. Third, through the highest security with full user functionality.

READ ON TO FIND OUT HOW IT WORKS.

EVERYTHING FOR YOUR MOBILITY

MOBILE STRATEGY

Strategy development is essential for successful mobilization of your company. With the strategy offer, Deutsche Telekom addresses the most important issues. Because the integration of end devices used privately and for business is complex and subject to many underlying conditions. The tailored consulting services provide concrete, actionable results from the well-defined compact projects "Strategy," "Architecture," "Security," "Device Management & Bring Your Own Device," and "Business Process Design." The possibilities of in-house realization and integration of partners are also elicited. You learn how to mobilize and simplify processes and how to implement new business and service models.

SOLUTIONS
- **Strategy Consulting:** initial or ongoing support in developing a holistic application- or process-oriented and/or device-specific mobilization strategy.
- **App Development and Integration:** development of mobile apps and websites based on a holistic approach.
- **Mobile Application Management:** Maintenance and operation of highly mobile and distributed systems.

PRICING MODEL
- You get the defined compact projects each at a fixed price
- Individual projects according to offer

YOUR ADDED VALUE
End-to-end support in the plan-build-run chain.
- Compact modules of short duration with a fixed price and clear results
- Strategy and technology roadmap for the years to come
- Access to expert know-how in the mobile environment
- Support through coaches for implementation of the results
- Best practice approaches and experience from completed projects

MOBILE ACCESS

The prerequisite for a mobile company is the connection of mobile devices. After procurement of the appropriate end devices and services, contracts and suppliers need to be managed. In ongoing operation, it is then a matter of complete transparency in cost settlement. Each point in itself is a challenge, particularly for international companies.
As the largest provider on the multinational customer market, Deutsche Telekom reliably covers all requirements together with its partners: high global reach as well as proven access and mobility management solutions. Highest service quality and outstanding network quality always go hand in hand with maximum cost efficiency.

SOLUTIONS
- Global Corporate Access
- Corporate Voicemail
- Telekom Expense Management
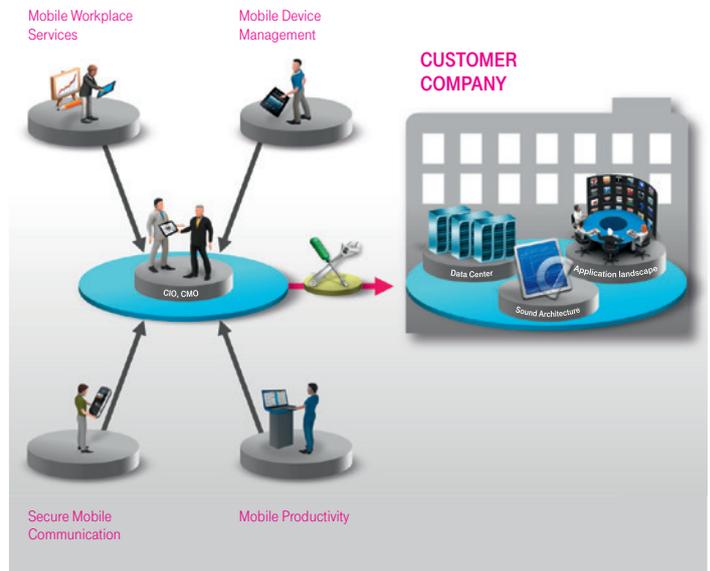- International SLA

YOUR ADDED VALUE
End-to-end monitoring, from uncomplicated mobile connectivity to customized solution packages.
- Cost efficiency
- International services
- Attractive rate models

A CHALLENGE
FOR CIOS

Enterprise mobilization always means an extreme challenge for the CIO. The ultimate goal is mobilization of the business processes for faster decisions and higher productivity.

But technically there are many hurdles, such as management of a wide variety of end device types and operating systems. In the process, the device market is changing daily, and security threats are growing constantly. On top of that, companies are confronted with mobilizing complete business models in order to deal with changing consumer behavior also in regard to smartphones. CIOs need to master all of this complexity – and at the same time keep costs under control.

Mobile Workplace Services

Mobile Device Management

CUSTOMER COMPANY

CIO, CMO

Data Center

Application landscape

Sound Architecture

Secure Mobile Communication

Mobile Productivity

MOBILITY MANAGEMENT

Within the scope of "Mobility Management," Deutsche Telekom provides services and products relating to all aspects of management of the "mobile ecosystem" of your enterprise. In this way, you get a handle on the end-device diversity and can control and improve the efficiency of the entire complex of devices, applications, and back-end systems. In this context, fundamental security aspects – such as the rollout of security policies – can be implemented. In this way the foundation for a secure and efficient mobile enterprise is laid.

SOLUTIONS

In order to meet individual needs, Deutsche Telekom offers a modular range of different mobility management solutions:

- **Mobile Device Management:** Depending on your needs, you can obtain the desired solution (such as MobileIron or Afaria) from the cloud, on-site, or completely managed.
- **Device Lifecycle Management:** So that you always have an eye on the lifecycle of your device inventory, giving you the necessary basis for your planning.
- **Mobile Application & Middleware Services:** Heterogeneous and non-standardized mobile application landscapes can be easily integrated into your existing backend systems. Central management of interfaces allows you to have full control over your apps and reduces the complexity of your app management.

YOUR ADDED VALUE

Absolute control over your mobile infrastructure.

- Increased flexibility
- Greater security
- Significantly reduced costs

MOBILE PRODUCTIVITY

Together with you, Deutsche Telekom develops a customized approach for mobilization of your business processes based on solid standards. From the initial idea to consultation, app development, backend integration, cloud operation, and matching services. In order to be able to offer a wide range of usable mobile end devices and integrable applications, Deutsche Telekom uses a middleware platform. This is securely operated in the Deutsche Telekom cloud and allows the integration of both SAP and non-SAP applications.

SERVICES (A SELECTION)

- Consulting, setup, integration, operation of your mobile IT architecture
- Solution design of your mobile processes
- Development of individual mobile applications
- Integration of standard or individual applications
- Mobile middleware technologies: integration, management, and operation
- Application Lifecycle Management for mobile applications
- Management of the end-device fleet
- Optional: complete operation by Deutsche Telekom

YOUR ADDED VALUE

End-to-end service ranging from consulting to application development, integration, and middleware operation to cloud service and Help Desk.

- No own resources for app development necessary
- You do not need your own experts for the integration in backend processes as well as for middleware technologies
- Make use of the advantages of standardized, professional software development

MOBILE SECURITY

With increasing mobilization of employees and business processes, the number of mobile smartphones and tablets is increasing – and the scope of mobile threats along with it. They range from simple malware to complex and powerful Trojans to active spy attacks by third parties – not least through the careless use of apps. IT managers therefore have to deal with countless opportunities for attack on their mobile IT. The information and secrets of companies are in serious danger. The damage potential is high because economic damage can occur not only through sabotage and the failure of infrastructure. Rather, economic espionage is a growing threat to the success of the company on the world market. Appropriate countermeasures are necessary here.

SOLUTIONS

Deutsche Telekom has a comprehensive end-to-end portfolio for mobile security which also includes bring-your-own-device solutions. The range extends from basic protection, such as mobile device management, to dual persona concepts and voice encryption to the high-end solution SiMKo. The individual components can be modularly combined as needed and thus can be deployed in a manner specific to the target groups.

- **Device Security:** Encryption, hardening, and management of individual end devices
- **Application Security:** Management and hardening of mobile apps (such as "wrapping" of apps)
- **Communication Security:** Encryption of voice, text messages, and e-mails
- **Backend Security:** Safeguarding backend systems and their interfaces to mobile end devices
- **Content Security:** Secure mobile access to enterprise content anytime and anywhere

YOUR ADDED VALUE

End-to-end security of mobile communication and end devices tailored to the diverse needs of your employees.

CONVENIENT FROM END TO END: THE MOBILE ENTERPRISE SERVICES OF DEUTSCHE TELEKOM

Deutsche Telekom is pursuing a holistic solution approach to facilitating migration. Under Mobile Enterprise Services, Deutsche Telekom brings together the modules Mobile Strategy, Mobile Access, Mobility Management, Mobile Productivity, and Mobile Security into a total package. In order to reach the desired "road to mobility" quickly and permanently, a structured, standardized approach was developed in concrete projects. It covers everything from the initial idea to consulting, app development, implementation, and backend integration to cloud operation. The approach is so flexible that changing requirements can be taken into account during the project duration. You can rely on the efficient mobilization of your business processes, the highest app quality, and security as well as a favorable cost structure, including operation. Control always remains in your hands.

YOUR ADDED VALUE

- End-to-end mobilization of your business processes and immediate migration possible
- No additional resource extensions necessary for
  - Operation
  - Integration into backend processes
  - Middleware or mobile device management technologies
  - App development
- Standardized software development
- No investments in software development, maintenance, and updates
- High level of security for your mobile communication and collaboration

With the Mobile Enterprise Services of Deutsche Telekom you can achieve a holistic, backend-integrated, secure, and sustainably efficient process mobilization. No matter what mobility strategy you choose: on-site, hosted, in the cloud, or hybrid.

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