# Mobility “U”

**NOVELL SALES TRAINING**
Produced by Novell Global Enablement Team

# Agenda

## Top 4 Things You'll Learn

1. Market Overview
2. Who Cares?
3. What's the Impact?
4. Our Capabilities
   - Mobile Device Management
   - File Sharing
   - Mobile Printing

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# Analyst Recommendations

## Four Concerns

**93%**

Growth in the number of Anytime, Anywhere workers from 2011 to 2012

**208M**

Global number of Information Workers that want iPhones

VERSUS

**200M**

Global number of Information Workers that want Windows Tablets

**2013**

Start Focusing on SaaS apps starting with File Sharing

**258M**

Workers making their own choices about work devices–BYOD

Source: Forrester Research – 2013 Mobile Workforce Adoption Trends


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# Analyst Recommendations

Gartner

*"Organizations will find it hard to achieve an efficient mobile-support system if all platforms are not managed the same way under enterprise requirements. Like PCs, mobile devices are forms of client access devices, and the policies for them should be similar in strength but optimized for mobile usage, to those governing PCs."*

Phil Redmond
Research Vice President, Gartner

Source: http://www.esecurityplanet.com/mobile-security/mobile-device-management-advice-from-gartner.html


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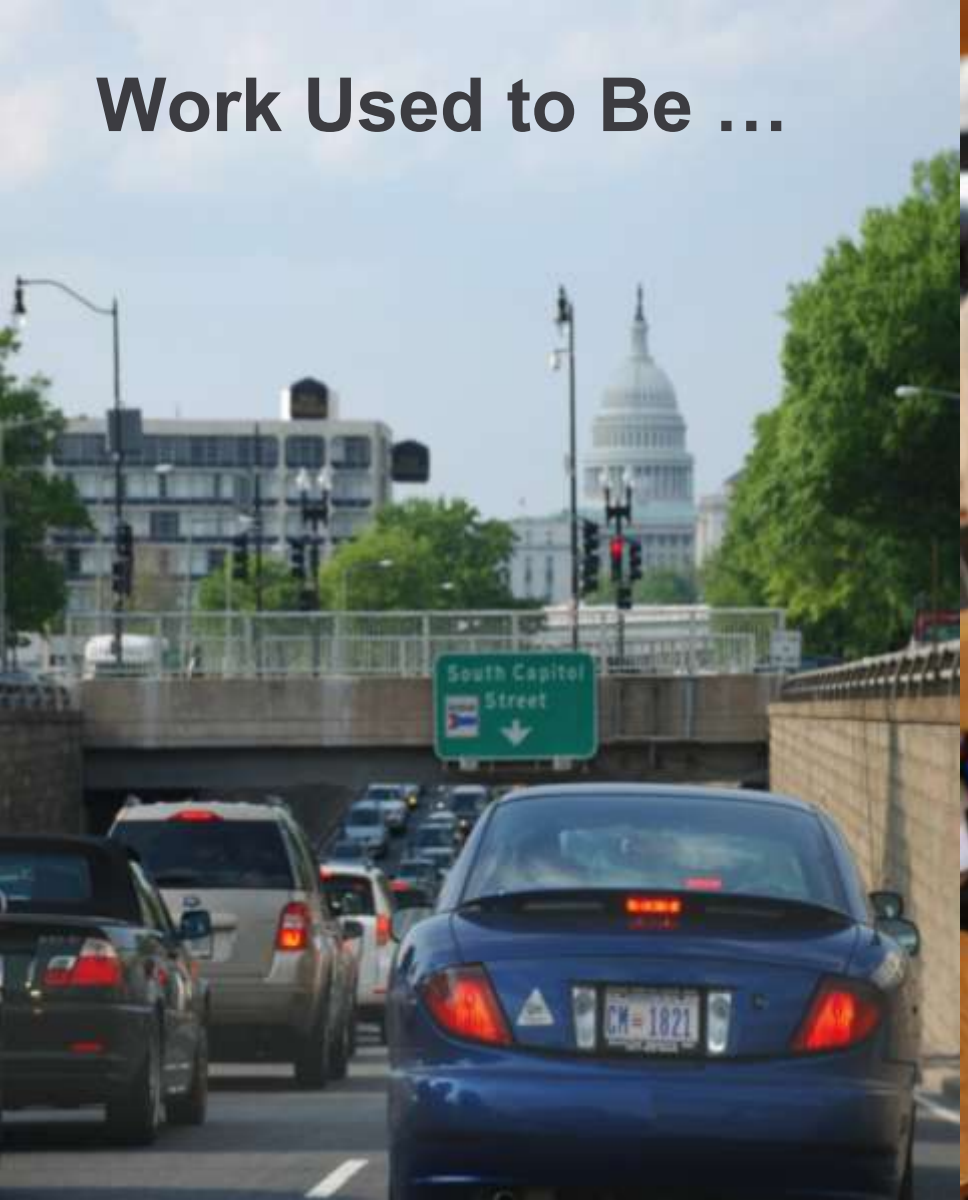
# Work Used to Be …



# Now Work Can Happen Anywhere …

# Even on Vacation!

# What Changed?

More iPhones sold than babies born each day

A majority of workers use personal electronic devices on the job

Currently 110 different devices on Android platform

Most organizations don't leverage the security features built into the device

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# What Hasn’t Changed

Hundreds of cell phones are lost or stolen every minute

46% of employees don’t know all their organization's IT policies

More than 20,000 laptops are lost or go missing at airports every week

53% of business travelers carry sensitive corporate information in their laptops


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# What Are YOU Hearing?

# What's the Impact?

## Open Questions

*Invite stakeholders to talk freely about points of concern*

- **What is the process for provisioning printers?**
- **How do you ensure that your users always have access to the files they need?**
- **How often do your users ask for access to files on mobile devices?**
- **How have Smart Phones and Tablet devices impacted your daily activities?**
- **How do you get applications and files users ask for to the mobile devices they're using?**

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# What's the Impact?

## Open Questions

*Invite stakeholders to talk freely about points of concern*

- **What's your corporate policy on user owned devices?**
- **What would be the consequences of not covering mobile device application licensing in your audit sweep?**
- **How does storing sensitive files on third-party cloud storage solutions impact your regulatory audits?**
- **How do you secure access to corporate data on anchored desktops and remote devices?**
- **What's your policy on the business use of social network sites like Facebook or Google+?**

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# Evolving to Empower the People

Desktop/Server Management

Security & Firewalls

Server Virtualization

Application Virtualization

Smartphones, Tablets, etc.

Configuration/ Remote Control

Asset/License Management

Client Virtualization

Mac in the Enterprise

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# VISION

## Our Approach

*Begin Creating a Buying Vision*

# YOUR WORLD IS ON THE MOVE

Users love it, but to you mobility means problems: strange devices at your doorstep, corporate files wandering the cloud, and users demanding the office infrastructure on every device. We know the issues you face. That's why we cover everything from mobile device management to printing and file sharing on the go.

## Device Management

With new mobile devices flooding the marketplace, you won't swim to safety without a good mobile device management platform.

## File Access and Sharing

Mobile file access doesn't have to mean sacrificing your intellectual property. You need simple and secure mobile file access.

## Mobile Printing

New technology shouldn't make basic tasks harder. Keep your team productive by letting them print from any device to any printer — new or old.

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Files

Printing

Management


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Novell Filr

Novell iPrint

Novell ZENworks Mobile Management


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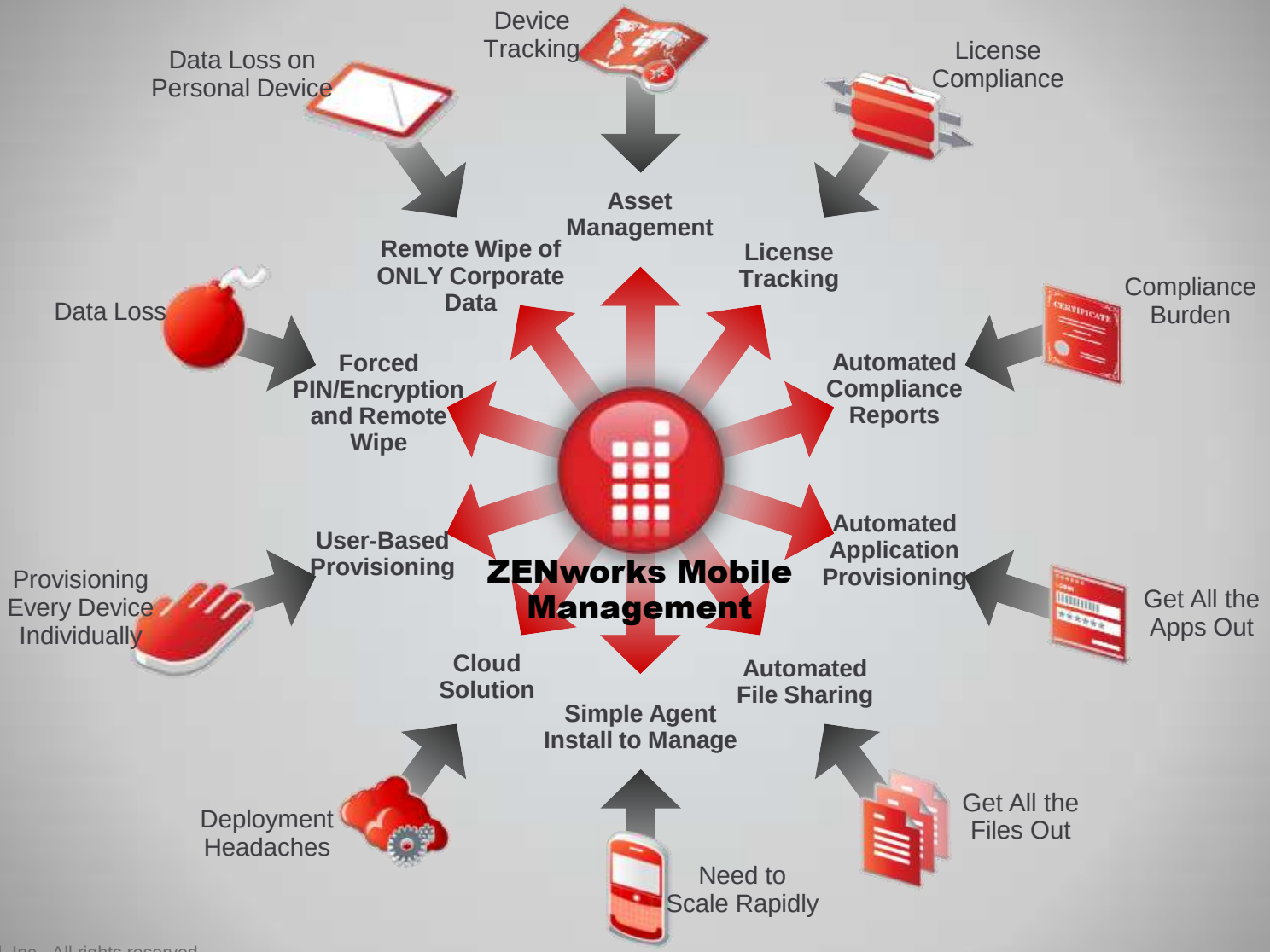
# MANAGE THE MOBILE MONSOON

You can’ t manage a flood with a bucket. Proper mobile device management requires a solution that can control user- and organization-owned devices, wipe data off lost devices and work with different platforms. With over 15 years of managing endpoints, Novell can offer enterprise-level mobile device management that addresses the challenges you face today.

Manage enterprise-owned and personal devices

Protect mobile data with security and access controls

Support a broad range of device platforms





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# Mobile Device Platform Support

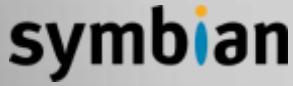
Apple iOS 4-5 iPhone, iPod and iPad – MDM Client Available

Android v2.2-4.0 – MDM Client Available

Windows Mobile 6.1 & 6.5 – MDM Client Available

Windows Phone – *MDM Client on roadmap*

BlackBerry OS 10x (support via ActiveSync) – *future support*




Symbian S60, 3rd Edition, v9.1 – MDM Client Available

NitroDesk - TouchDown v7.2 supporting Android v2.2-4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# PUT YOUR FILES IN THEIR PLACE

Cloud file hosting services make file access easy, but they let your files, and your intellectual property, run wild. Novell Filr gives your users file access and sharing on any mobile device. More importantly, it lets you leverage your existing firewalls and access rights to keep your organization secure. Give your users modern file access ease while you keep your files in their place.

Make files accessible from anywhere on any device

Preserve file access controls and regulatory compliance

Leverage your existing file systems and infrastructure

# New challenges for IT

*Our confidential files are all over the net*

Corporate files are copied to cloud services

Inside the firewall access controls no longer apply

Exposure of sensitive information increases

Regulatory compliance is at risk


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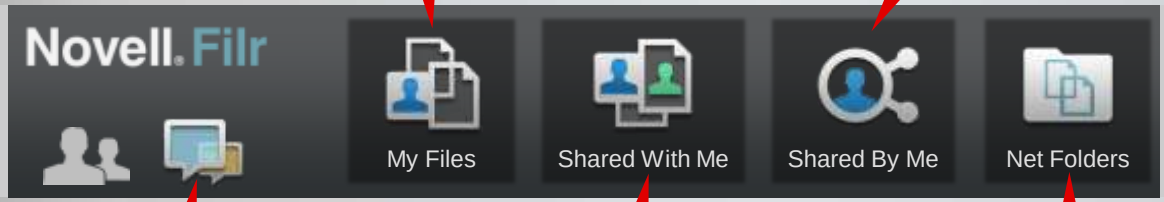
# File Access

Your personal files (can be mapped to your home directory)

*Access to files using your own credentials*

The files and folders you are currently sharing with others




See what's new (updates, new shares, comments)

Files and folders other users have shared with you

*Access to files through a proxy-user*

Shared folders assigned to you by the IT admin (for example, G:\Finance)

*Access to files using your own credentials*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# Filr Competitive Notes

Novell Filr primarily targets customers who want an **on-premises solution** that **integrates with existing file servers**

## Filr Differentiators:

- File server integration (home directories and shares)
- Full text search (based on file system access rights)
- User-driven sharing of files and folders
- Commenting (reduce the need for e-mail sharing)


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# Clients

- Windows XP, 7, 8
- Mac OS X 10.7, 10.8
- iOS 5.x, 6.x (iPhone, iPad)
- Android 2.3, 4.x
- BlackBerry 10
- Web access

*Users can still access files using mapped drives*

HTTPS

# Filr

- Software appliances deployed on VMware
- LDAP provisioning of users and groups
- MySQL and Lucene used for meta-data and search
- Policy-controlled access and sharing
- Files remain on your existing file servers

CIFS/NCP

# Servers

- Novell® Open Enterprise Server & NetWare
- Windows Server and compatible NAS devices
- File system rights and quotas honored
- No server agents or schema extensions required
- Leading storage appliances will be certified


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# Mobile Printing

## LET MY PEOPLE PRINT

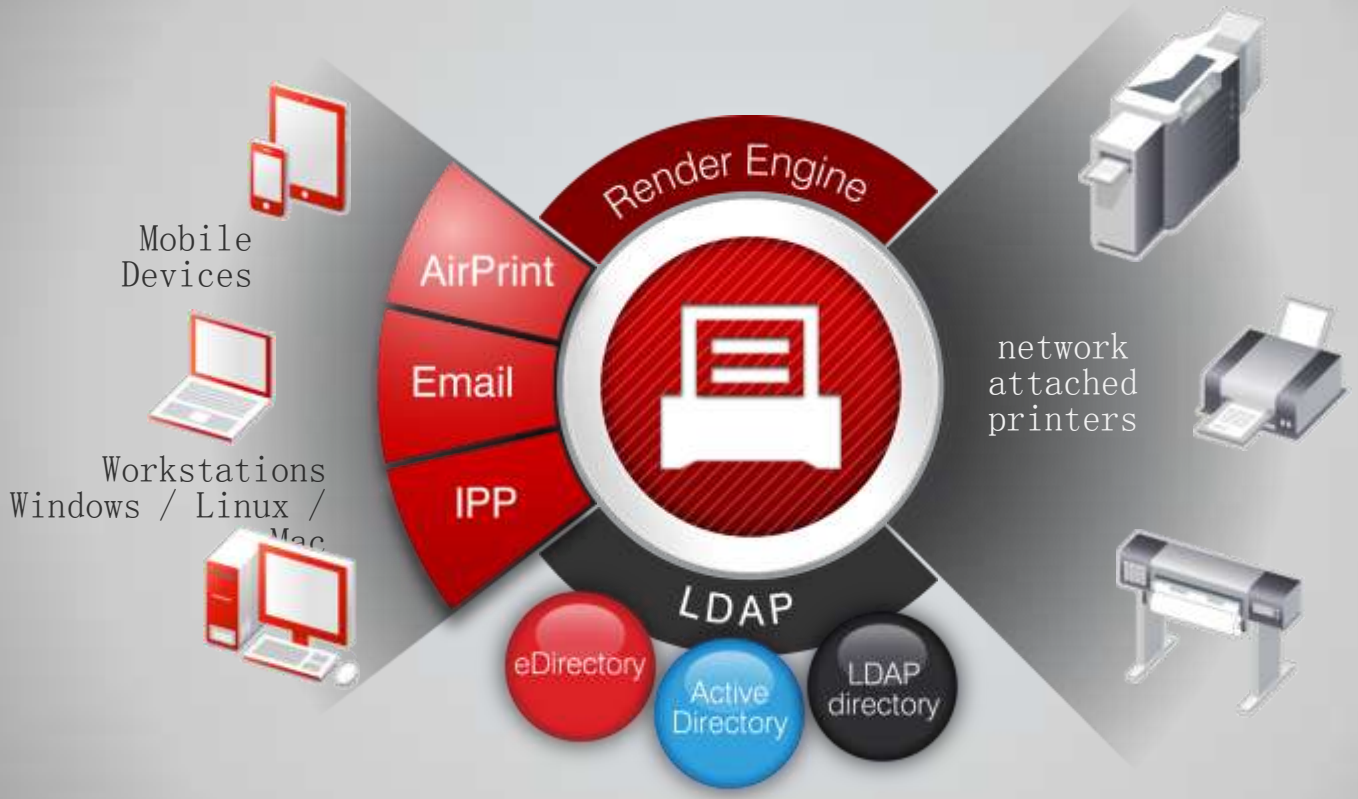
Once you have mobile files on well-managed devices, giving users familiar tools like printing is the next step towards a complete mobile solution. Help your users print from any device to any network printer by using email, AirPrint and other wireless technologies to unlock your organization's printers. From the tablet fanatic to the team player to the always wired worker, let your people print wherever they wander.

Enable proximity-based printing from Apple and Android devices

Print using simple "Open in" and "Share with" mobile device technology

Mobilize your existing fleet of printers rather than buying new

# Mobile Printing





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# Licensing Details

## iPrint Enterprise

iPrint Desktop + iPrint Mobile


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