



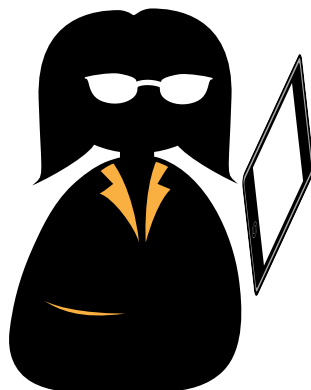
## USER: Sales Executive

### SECURE DOCUMENT ACCESS QUICKENS SALES PROCESS

Sales executives are among the business world's most mobile employees. Whether visiting customers on-site or sitting on planes, trains and automobiles for hours trying to make quotas and receive the POs that will improve the top line, sales people need access to corporate documents and information no matter where they are. That is why mobile Sales Force Automation (SFA) solutions are in use in thousands of organizations across the globe, and why sales people are among the largest user group of enterprise mobile devices like iPad, iPhone and other smartphones and tablets.

Sales executives also need access to on-the-fly presentations, delivery schedules, Service Level Agreements and for Requests for Proposals (RFPs) that reside on corporate file servers. However, traditional SFA applications like Oracle and Salesforce.com do not provide that ability. Instead, these type of solutions provide the very needed ability to store customer information, and history, track pipeline progress and more from a laptop, desktop and mobile devices.

To solve the need for remote document access, many employees turn to work arounds like emailing files to themselves or adopting unsecure consumer synching services that allow them to store



#### FEATURES INCLUDE:

- Access, browse, preview, cache and search files on corporate file servers through a familiar and intuitive application interface, making it simple to use with virtually no end-user learning curve.
- Encrypt and securely transfer files to and on mobile devices, ensuring corporate assets are not compromised in transit.
- Remotely wipe mobilEcho configuration and resident files in the event of a lost, stolen or compromised device, protecting corporate files.
- Integrate easily with Active Directory, enforcing access control rights and file permissions.
- Configure and deploy both server and client software in less than 10 minutes ensuring IT can get up and running quickly.
- Enforce unique policies based on application requirements, including turning off or on features based on the enterprise's unique security requirements. This includes the end-user's ability to email files, view files in third-party applications and store files on the device.

## BENEFITS TO THE USER AND THE ENTERPRISE:

- Lower cost of sales as sales executives adapt to changing customer and prospect needs on-the-fly to provide information and data required in the moment that it matters.
- Improved productivity for out-of-the-office sales executives to work on RFPs, customer SLAs, and presentations, all in a secure on-device environment.
- Ensures proper security and compliance for sensitive business and customer data.
- Provides key management functionality to provide the appropriate end-user functions.

CONFIGURABLE AND DEPLOYABLE across the enterprise in less than 10 minutes, mobilEcho promotes efficient IT Management while ensuring corporate security and compliance standards are met. Enterprise end-users of mobilEcho can access, browse, search and interact with corporate files as well as cache files for offline access, improving overall mobile worker productivity regardless of job function.

files at no cost, share them with whomever they choose, edit the documents and work on them offline. The problem is that these solutions are not designed for the enterprise that needs to keep networks and corporate assets secure and IT in charge of managing access and permissions in order to meet compliance and governance standards.

## THE SOLUTION: MOBILECHO

mobilEcho is the industry's first and only Mobile File Management (MFM) software for enterprise mobile device users. mobilEcho enables enterprise IT to provide secure access to enterprise file servers for users of mobile devices like iPad and iPhone, eliminating the need for work-arounds like emailing files to yourself or storing critical enterprise files in unsecure consumer synch services.

With mobilEcho, sales executives can access the documents they need whenever and wherever they are –whether at a customer site or on a plane—helping them to adapt to changing sales conditions and empowering them to close deals quicker and with a lower cost of sale. Users can review and edit files from a mobile device, email them to appropriate parties, and, then, save the file back to the shared folder. Employees can even save a file locally to the device, if IT opts to configure that permission, so they can work on it offline.

Significant productivity can be gained as mobile employees now have the same access they have in the office. The team is able to move forward with projects regardless of where the employee is. In addition, IT is empowered with the security and management capabilities it needs to effectively implement and administer the solution. mobilEcho addresses the security requirements by providing key features such as encryption, integration with Active Directory, and remote wipe capability. Further, mobilEcho addresses management requirements by providing an array of administrator-configurable settings and policies through its server-side management console.

## ABOUT GROUPLAGIC

GroupLogic helps enterprise and education IT organizations simply and securely integrate diverse computing platforms into enterprise environments, connecting employees to enterprise files, content and assets to facilitate a more productive and efficient work environment. With more than two decades of experience, GroupLogic leads the marketplace in helping IT organizations effectively and easily manage the integration of Apple products into the enterprise ecosystem. Whether IT organizations are looking to integrate existing Apple assets, purchase additional Apple hardware like Macs and iPads, or want to take advantage of the hardware cost savings that accompany the adoption of IT consumerization, GroupLogic enables IT organizations to easily and securely manage the rapid integration of diverse platforms while ensuring resources are optimized. GroupLogic enables the enterprise to focus on what is really important - competitive differentiation, improved employee productivity, mitigated risk and reduced costs. GroupLogic's proven products- mobilEcho, ExtremeZ-IP, ArchiveConnect, and MassTransit-are in use by some of the world's most innovative companies, including Christie's, International Greetings and Omnicom Group.

For more information, visit our website – [WWW.GROUPLAGIC.COM](http://WWW.GROUPLAGIC.COM)