

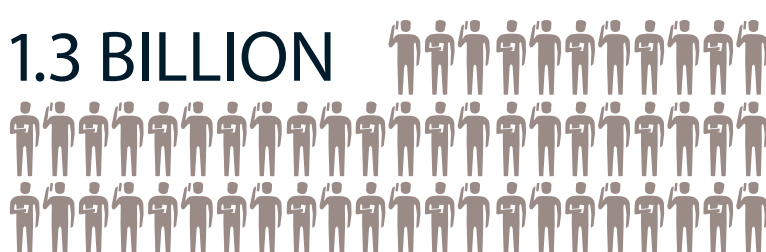
MOBILITY

Your Customers Expect Connectivity Anywhere, Anytime

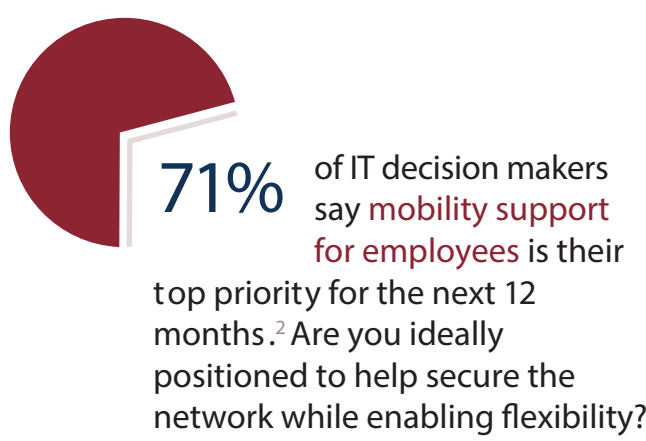


Welcome to a new age of continuous connectivity where multiple devices make 'always on, always available' mobility more than a trend, but a critical part of the corporate DNA. The more you know, the better you can address your customers' needs.

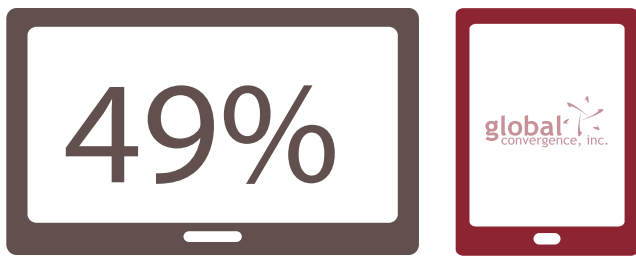
CONNECTIVITY ANYWHERE



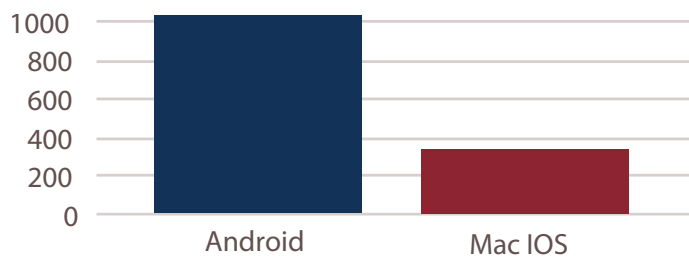
By 2015, the world's mobile worker population will reach 1.3 billion – 37.2% of the total workforce.¹ How are you helping your customers better manage the related challenges?



WITH ANY WIRED OR WIRELESS DEVICE



49% of employees believe mobile devices will be their primary work computing devices in the next 5 years.³ Are your customers' networks prepared?



Projected worldwide mobile device shipments by operating systems in 2014, in millions of units⁴

MOBILE EMPLOYEES 68% use a tablet when working from home⁹

QUALITY ACCESS TO APPLICATIONS

73% of those using collaborative mobile technology are more apt to show improved sales and customer acquisition than their counterparts who don't.⁶ What are you doing to enable your customers to share information on the go?



Collaboration Technology Enables Efficiency and Increases Productivity
A company with 100 Employees can save: 115 minutes/day/employee or \$920,000 annual cost savings⁷

52% of organizations get several complaints a day from employees having trouble connecting to corporate WLAN with a mobile device.⁵ How can you help your customers offer faster, more reliable connectivity to their mobile workforce?



ALL WITH A CONSISTENT EXPERIENCE



WHAT SHOULD YOU CONSIDER WHEN PLANNING FOR THE FUTURE?

SECURITY
63% will invest in Mobile & Enterprise Security in the next 12 months.⁸ Do you have the bench strength to capitalize and scale on this opportunity efficiently?

INTELLIGENCE
Networks can't remain static. To support mobility they must automatically detect the user, the device and application being used, and respond accordingly. How are you helping your customers secure sensitive company data?

FIXED LAN WON'T GO AWAY SOON
77% of enterprise PC utilization won't change (or slightly diminish) as employees adopt wireless tablets and smartphones.⁹

#1 lesson learned from successful mobile strategy implementations: Adopt an integrated wired and wireless solution that can grow with your current and future platform. How are you presently assessing these needs?

TAKE THE RIGHT APPROACH FOR YOUR CUSTOMERS

1. PLAN AND DESIGN
- Understand their business priorities
 - Know their network for a right-sized solution
 - Assess their network capabilities today, and plan for future needs

2. BUILD AND DEVELOP
- Pervasive wireless coverage
 - Right-sized LAN Core
 - Optimized LAN access
 - Evolve to unified access and management

3. BENEFIT AND GROW
- Seamless, high-quality experience on wired and wireless applications
 - User chooses device: corporate, personal, wired or wireless
 - Automatic configuration of personal and corporate devices (off-loads IT and secure assets)
 - Self-service guest registration: secures network and offloads IT

THE FUTURE OF YOUR CUSTOMERS' NETWORKS IS IN YOUR HANDS

[Click Here to Get Your Complimentary Network Assessment](#)

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Sources:
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