



LEADING IT SYSTEM HOUSE WORKS WITH SOLITON SYSTEMS TO IMPLEMENT MAILZEN AND ENABLE SECURE REMOTE WORKING ON PERSONAL MOBILE DEVICES

A leading IT system house came to Soliton Systems with a challenge: How to enable user access to company data on unmanaged personal mobile devices - without compromising security.

Initially, the team at the company considered Mobile Device Management (MDM) for an end customer - and reviewed Microsoft Intune.

But it became clear to the company, the largest IT system house in Germany and a leading IT provider across Europe, that MDM wasn't the right fit for its customer. MDM is often unnecessarily invasive on the device. Plus, in countries like Germany, where companies can't legally control personal devices, it means companies must purchase company-owned devices for users.

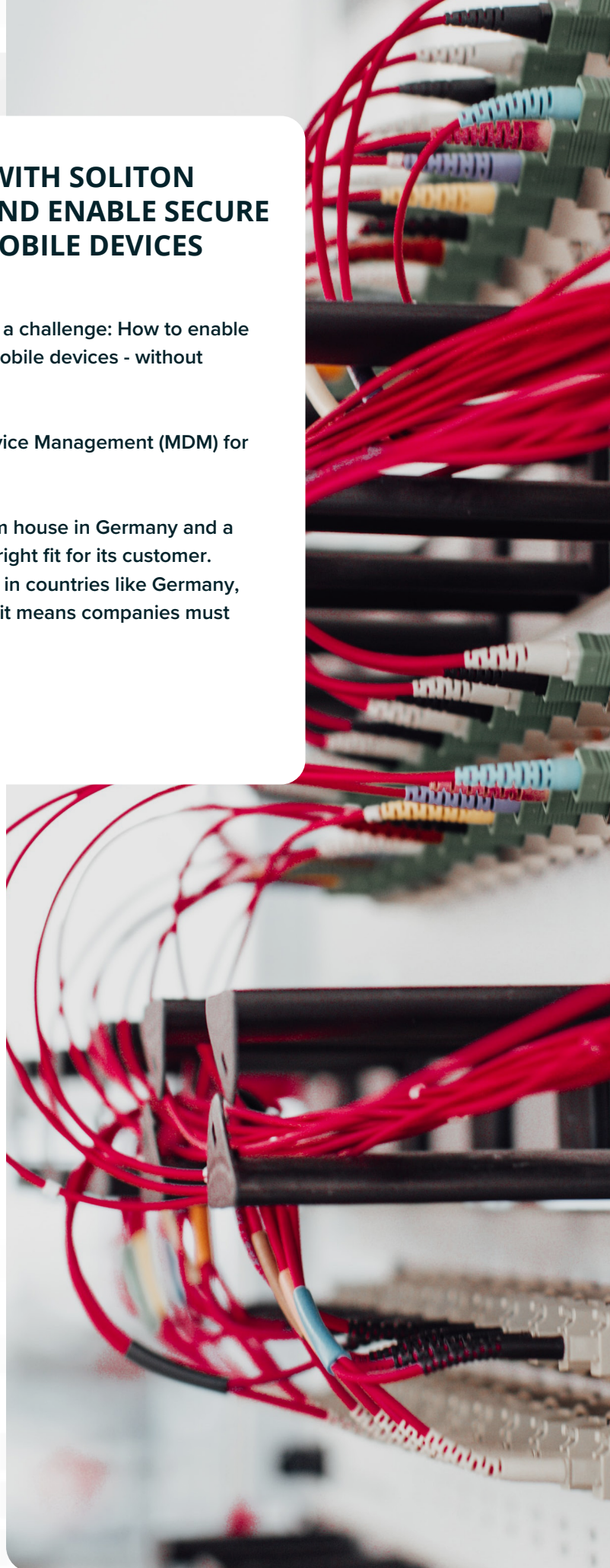
The company needed a better solution.

The Alternative to MDM

After evaluating the requirements for the end customer, it became clear to Soliton that the real challenge for the end customer was managing data, not the devices. The end customer also needed a solution that allowed users to automatically onboard and, for iOS users, would not require a company Apple ID.

Soliton recommended an alternative to MDM: Using MailZen, its secure container solution.

MailZen is an app for iOS and Android devices. It synchronises PIM data (including email, calendar and contacts) and provides secure access to company resources, like internal web applications or file shares. The MailZen app separates corporate data from personal information on the device, storing corporate data in an encrypted container - and this separation prevents data from being leaked or copied.





Why Choose a Secure Container Over MDM?

Secure containers provide a clear separation between what the company owns and what the private person owns and controls. With MailZen, users can securely download files from servers and store them securely inside the MailZen container. Everything stays inside that container.

Equally valuable, with a secure container, is the separation of private and business data. It's not an invasion of your phone. It's just installing another app. When users have multiple email profiles on their phone, it's easy to make mistakes and send business emails out of the personal email account. By separating the two, company data never ends up where a local app can access it.

Soliton Professional Services On Hand At Every Stage

The company had not previously implemented MailZen, so they worked closely with the Soliton Professional Services team, first on the POC and then the installation and rollout.

Soliton's Professional Services is very proactive with all new customers. The team recognises that customers do not necessarily have the time or resource to train internal teams when using new solutions. They are on hand to share expertise and ensure POCs and installations go to plan.

To test the solution, a POC was completed on Soliton's cloud. Then, based on the end customer requirements, the rollout took place on-premise - the benefit of MailZen is that either option is available.

The joint teams completed remote installation in a day, with everything fully up and running after only one week.

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The Results: An Exceptionally Scalable Solution

Since launch, the feedback has been overwhelmingly positive. The end customer has the assurance their data is protected and risk mitigated to an acceptable level.

It's also beneficial for their users. When they're using their device outside of work, they see their apps, photos and emails; all work data is separate, and nobody is tracking their activity on the device. They can switch off from work and use their device for personal reasons - but still have the flexibility to work at any time they want.

And, as the end customer increases rollout, MailZen readily meets demand. It's exceptionally scalable: end-users download MailZen for free onto their device, get a licence code from IT, and then they're up and running. This flexibility makes it easy for the company to adapt the solution to its customer's needs.

