



Top 3 Strategic Goals for App
Delivery in a mobile-first
world

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Two smart people I work with

Seismic Changes in IT

Transition from legacy to next generation IT

Legacy IT	Next Generation IT
Windows Apps	Web, Windows, Native Apps
Windows OS	iOS, Android, Windows, OSX
Complex Server-Storage-Network Data Center Infrastructure	Cloud and Hyper-Converged Infrastructure (HCI)
Managed Devices	Un-Managed and Managed
	Big Data Enabled Analytics

And change is happening 10x faster



Devices updated quarterly

vs.

PCs, Apps, Infrastructure
updated every 3-5 years

Today's End User Computing Problem

End users want to access:

- windows apps like SAP
- network file shares
- SaaS apps like Office 365
- web apps like SharePoint
- native apps like Box

from any device

Windows Apps				
Network Shares				
SaaS & Web Apps				
Hybrid Native Apps				
Device Management				
	Windows	Mac OS	iOS	Android

What should the IT strategy be to deliver apps in this rapidly changing and increasingly diverse environment?

“Base your strategy on things that won't change.”

Jeff Bezos

Selling lipstick, tractor seats, e-book readers and data storage is all part of one big plan with three big constants:

- (1) *offer wider selection,*
- (2) *lower prices and*
- (3) *fast, reliable delivery*

Which of your requirements won't change for app delivery?

1. **Shorter Time to Value**

Would you ever want to take longer to deliver value to your customers?

2. **Better User Experience**

Would you ever not try to deliver the best user experience to your customers?

3. **No Compromise on Security**

But, of course, you have to do all this without compromising security.
Right?

1. Shorter Time to Value

Traditional enterprise software has been designed with multi-year cycles in mind

- 9 months to buy
- 9 months to deploy
- Fully roll out over 6 quarters
- Upgrade every 3-5 years

You need a 10x faster solution to meet the rapidly changing landscape of devices

2. Deliver Better User Experience

Consumer applications have changed the user experience baseline

- Summon a car in a few clicks with Uber
- Deposit a check by scanning it

On the other hand, enterprise apps require the user to boot up their PC, log in to the VPN, fire up a browser, log into SAP and then approve an expense

3. No Compromise on Security

- Security is top of mind for every CISO
- There are two keys to security:
 - Secure the data
 - Monitor for abnormal behavior
- You should be less concerned about the following:
 - Locking down the device

Workspot solve BYOD with Workspace as a Service



one workspace
on any device



show value in
60 minutes



twitter-feed of end
user business
activity



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For more information: www.workspot.com