

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

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Two smart people I work with



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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

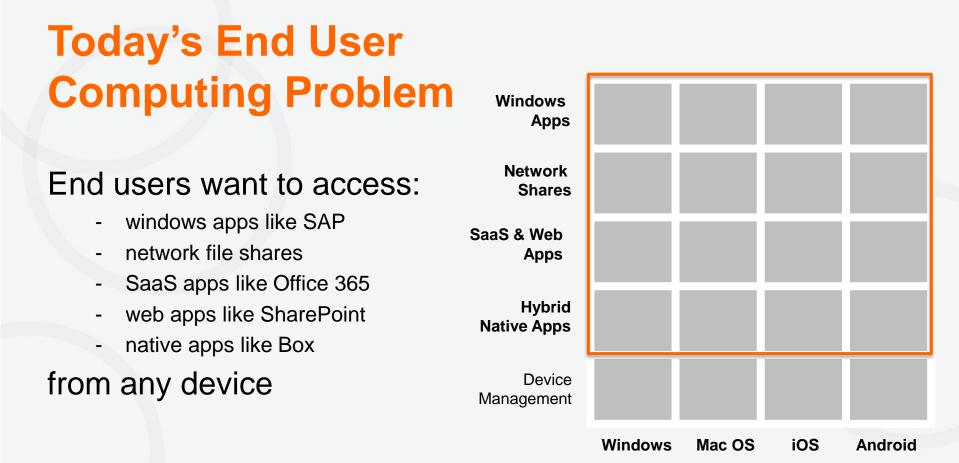


Devices updated **quarterly**

VS.

PCs, Apps, Infrastructure updated every <u>3-5 years</u>





Workspot

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