

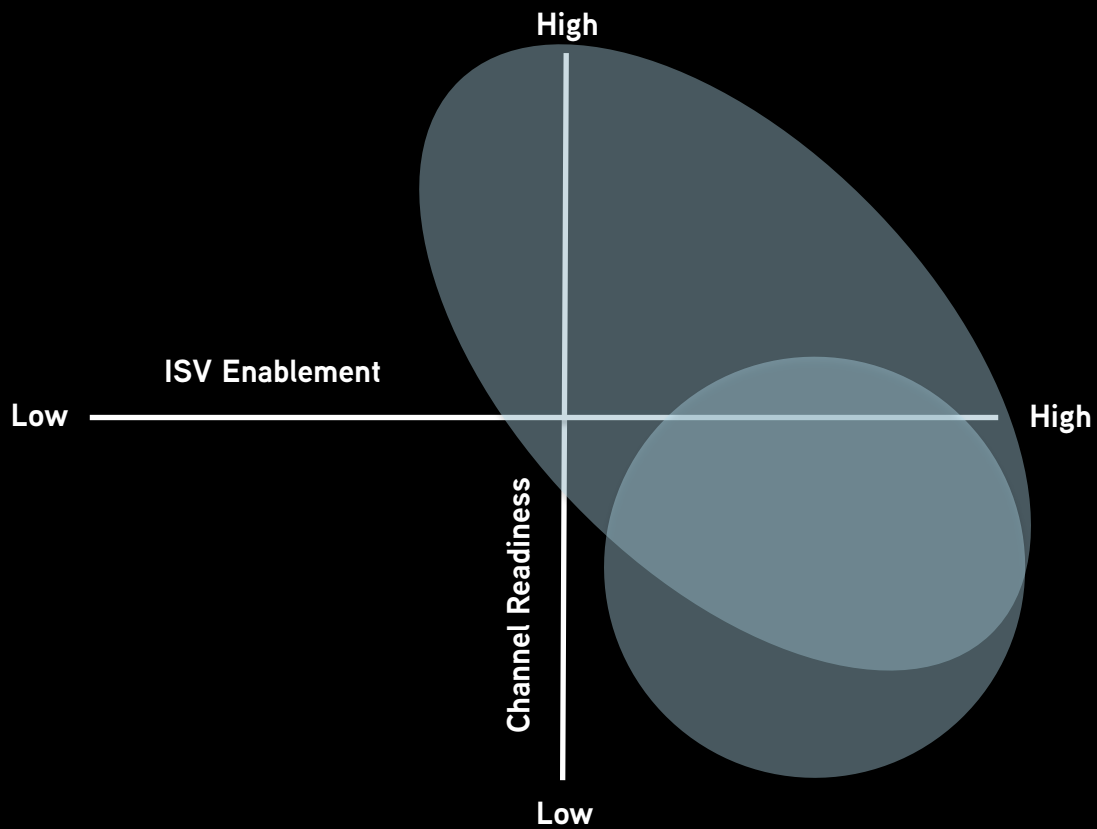
AppDirect

ENGAGE

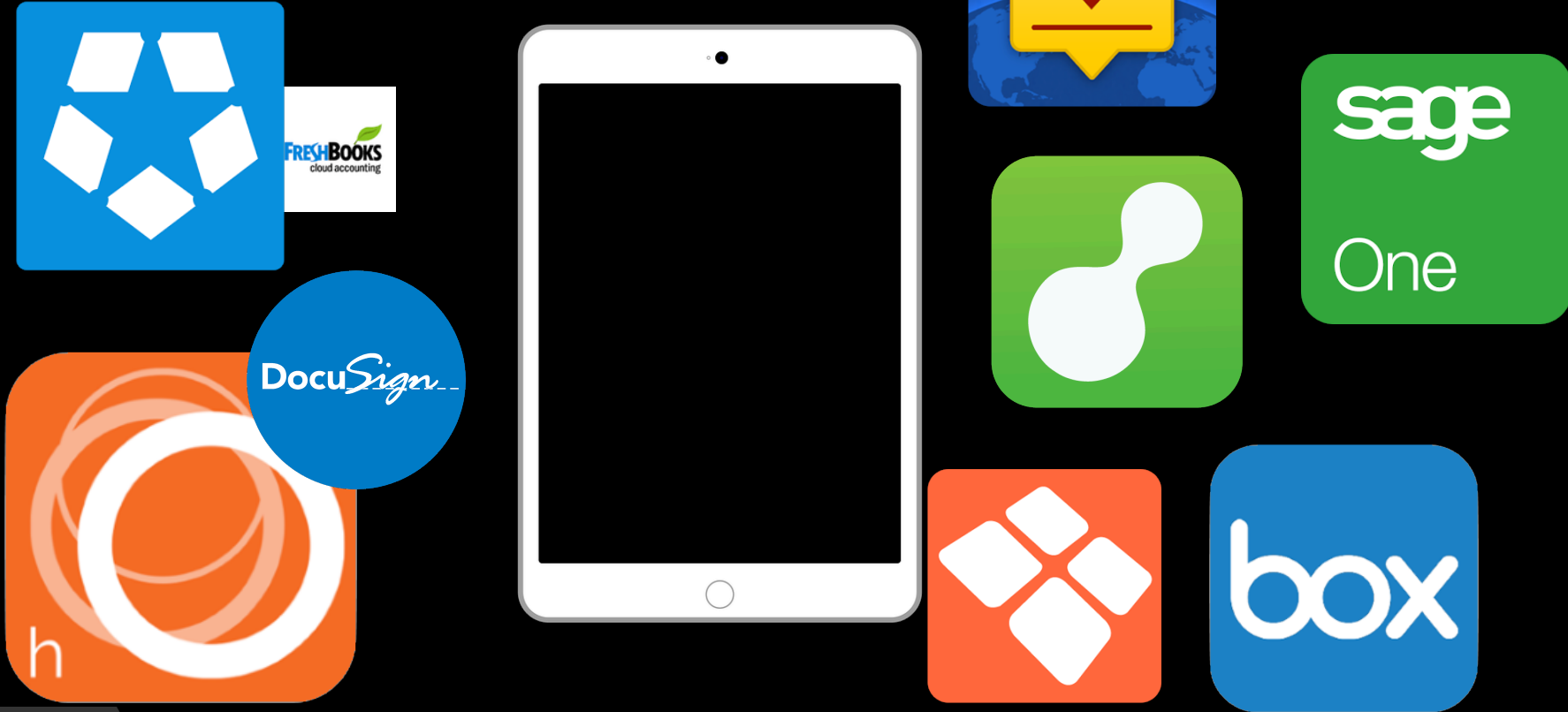
2016

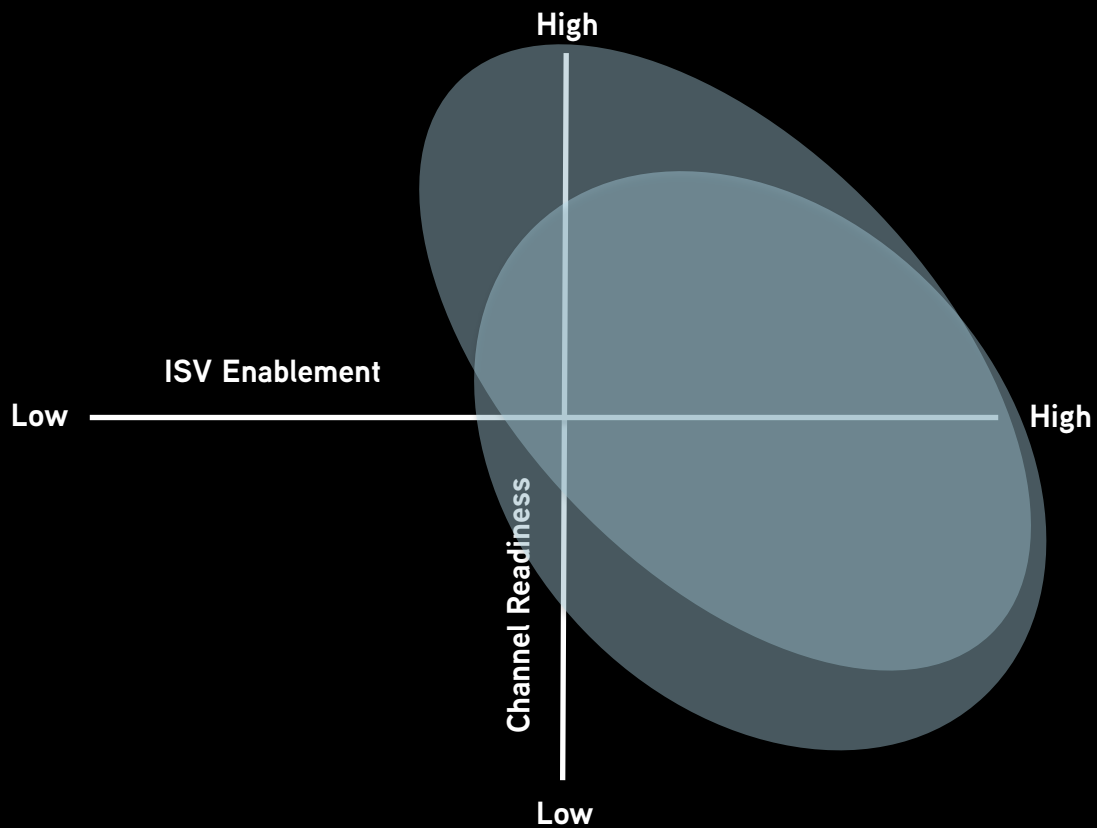
PROJECT HARMONY





What does this look like for the SMB?





**SOLUTION
DEFINITION
& GO TO MARKET**

Channel
Enablement



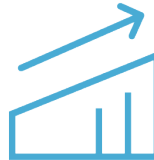
PROVISIONING & DISTRIBUTION

Network Technology



CHANNEL READINESS

BDP Adoption

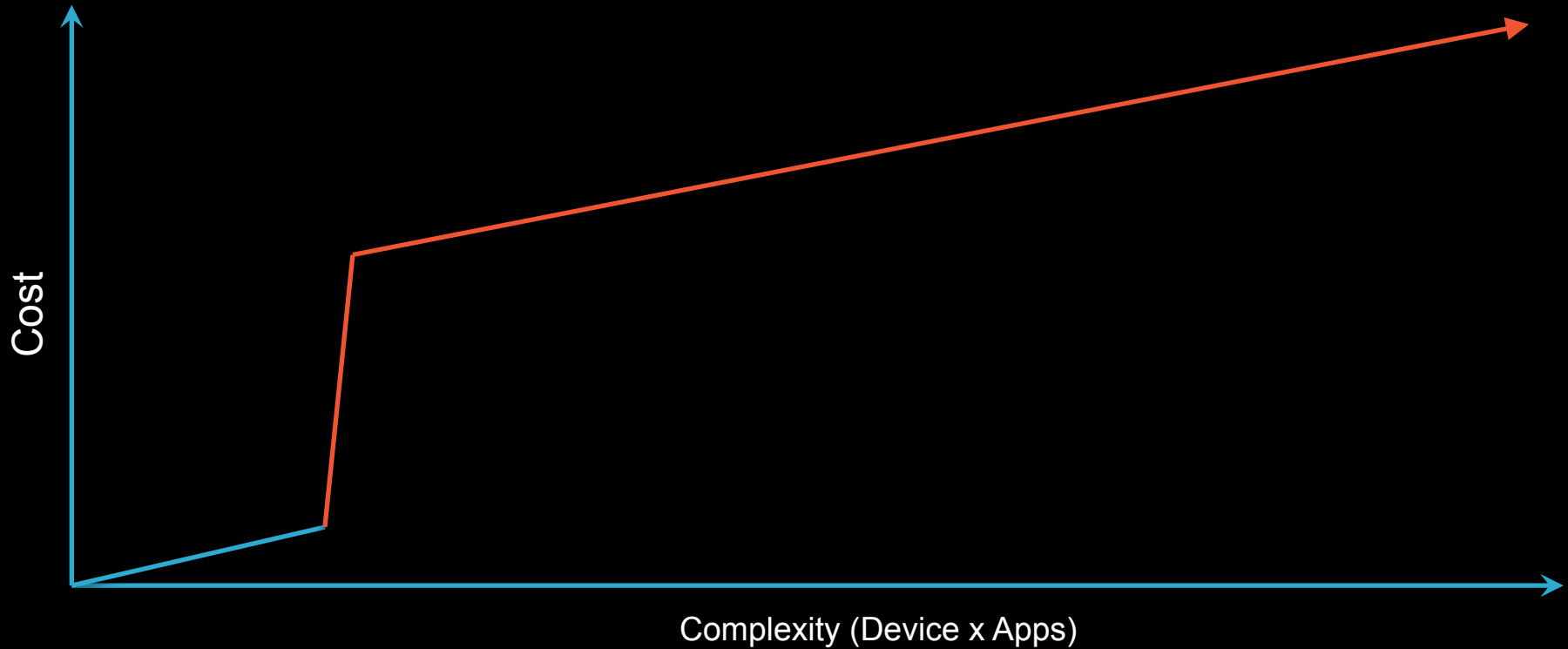


SOLUTION DEFINITION & GO TO MARKET

Channel Enablement



SMBs still encounter friction in buying the tools they need



Points of Friction

Step 1:

Sign up for enterprise device management accounts with the device provider.



Step 2:

Purchase and deploy an MDM system.

Step 3:

Purchase your devices through one sales channel



Step 4:

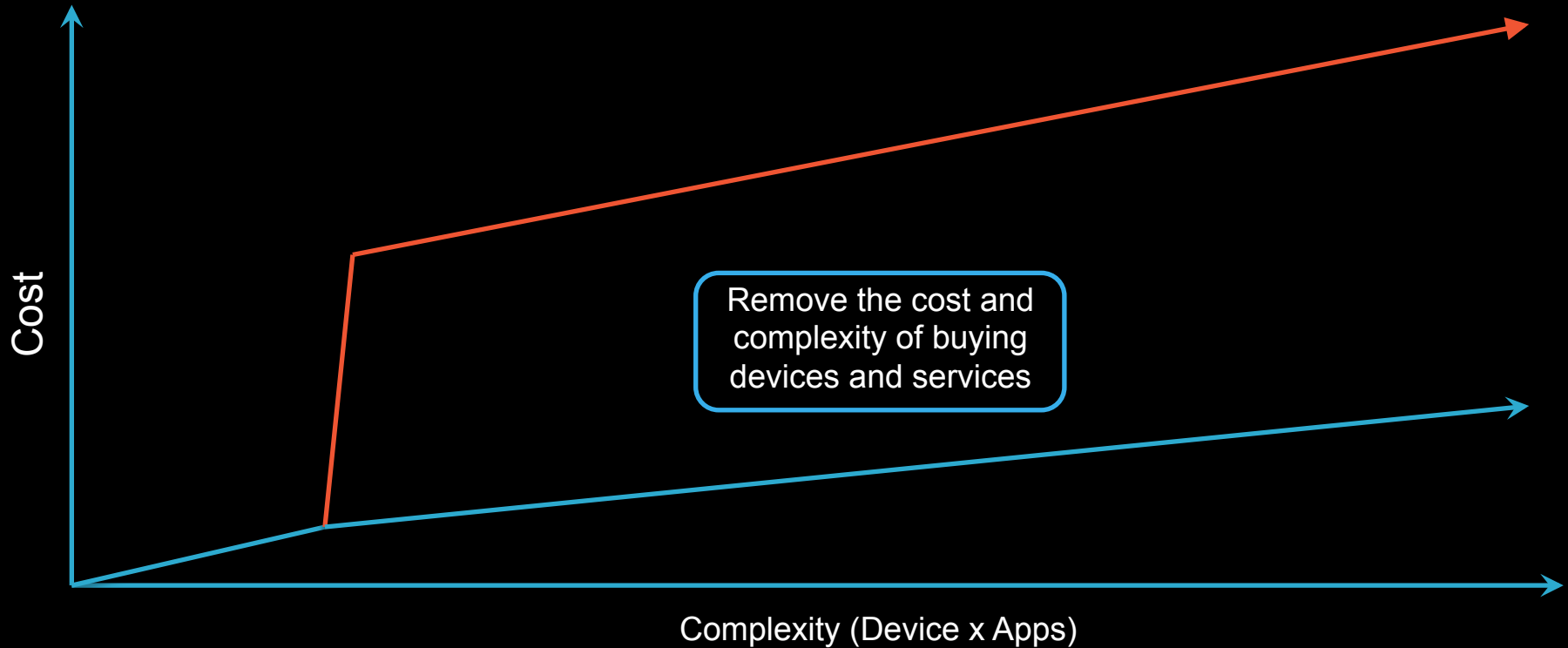
Purchase your software through many separate ISVs or through separate sales channels.

Step 5:

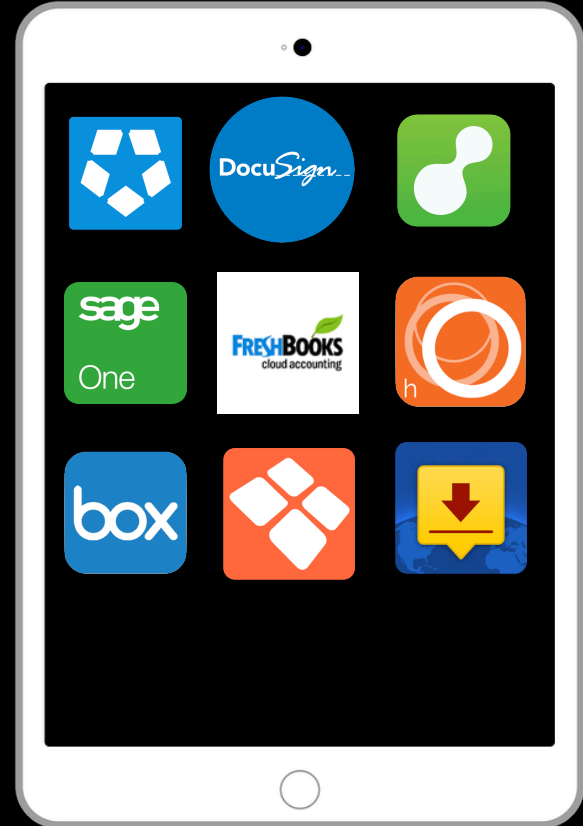
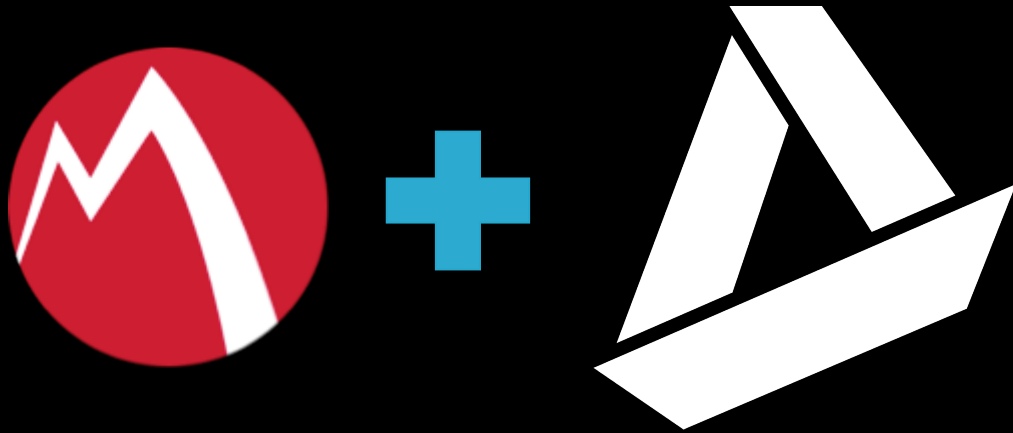
Access Device leveraging multiple deployment methods, multiple logins and multiple user access management systems.



Remove the cost and complexity of managing multiple services across multiple devices



Seamless provisioning, deployment, and SSO access on the device



Activating your most successful sales channels



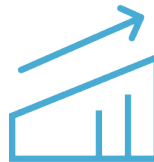
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CHANNEL READINESS

BDP Adoption



SOLUTION DEFINITION & GO TO MARKET

Channel Enablement



THANK YOU

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