

Mobile access to business-critical enterprise data and applications

There is no doubt that mobile solutions will have huge impact on how businesses compete. Wireless technology is already helping companies to achieve competitive advantages like cost savings, increased productivity, additional revenue streams and new business opportunities.

Most of these advantages can be obtained by giving employees mobile access to key business data and applications. We call this 'The Mobile Office' and define it as a set-up that enables an employee to securely access mail and messaging systems, CRM and ERP systems, intranets and legacy systems from any mobile device.

Clear business benefits

Recent implementations have already shown that mobile office solutions bring clear business benefits. 'The Mobile Office' is a natural extension of a company's IT infrastructure and simply extends processes to wherever an employee might be.

How do companies get started?

To rapidly obtain clear business benefits, HP recommends that companies mobilise their business via just a few steps. This approach also helps companies to define a sound strategy on which to base further initiatives.

Two or possibly three steps will get most enterprises mobilised depending on their existing expertise in the wireless area:

Step 0 (optional)

HP provides a workshop to give the customer a good understanding of mobile technologies and help translate business needs into mobile initiatives. This includes identifying appropriate mobile enterprise solution(s) and developing a mobile IT strategy.

Step 1

We then assist in translating the customer's wireless strategy into specific solution architecture. We do this by deploying a wireless-enabling platform with focus on mail and messaging solutions plus general Internet access for users.

Step 2

The next step is to expand the wireless solution architecture to include business-critical applications such as CRM and ERP systems. This is the most demanding implementation which might include business process adaptations to support the new mobile solutions.

The best way to prove the benefits of 'The Mobile Office' to your organisation is to get started and learn from experience through pilot projects. This means a



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limited implementation of mobile access to mail and messaging for a selected group of users (50-100 users).

Key technology partnerships

Our partnerships with the industry's leading solutions providers mean that we can provide the enabling technology and business solutions to meet your specific business needs.

For 'The Mobile Office', we have selected a number of solutions partners from our wireless partner programme:

Mail and Messaging:

Microsoft, Infowave, Extended Systems

Enterprise Systems:

Siebel, SAP, Oracle

Wireless Access Gateways:

iAnywhere, Extended Systems

Security:

F-Secure, Certicom, Microsoft

Mobile Device Management System:

Xcellenet Afaria



End-to-end mobile office solutions

Unlike most vendors, HP can provide truly end-to-end wireless solutions - from wireless access devices, such as the HP *iPAQ™* Pocket PC to wireless infrastructure, operating systems, applications, networks, design, integration, implementation and system management services.

Solution benefits

- Cost reductions through elimination of tasks, faster order-processing and lower staffing requirements.
- Cash-flow improvements through faster flowing information that can speed the invoicing process.
- Customer service and response-time improvements through wireless access to key business systems.
- Information quality improvements. Data can be exchanged electronically between a mobile device and a database, over a wireless connection, rather than dictated.



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