

Nominated Company: AirWatch

Nomination Title: AirWatch Cloud

What are your product's / solution's key distinguishing features and/or USP?

AirWatch simplifies enterprise mobility by helping businesses securely manage mobile devices, applications and content through AirWatch's hosted deployment option, AirWatch Cloud. AirWatch Cloud delivers the AirWatch EMM platform with global data centers, best-in-class technology and strict policies that ensure data is protected. AirWatch Cloud offers physical security, data security, enterprise integration, change management, high availability and more. Enterprises can quickly and easily scale to support 1 to 100,000+ mobile smartphones and tablet devices, while managing the applications and content on those devices over-the-air. With this approach, there is no significant investment in technology or installation services needed.

Since AirWatch is quick to deploy and requires minimal effort, businesses can be up and running with the cloud solution within minutes, depending on their needs. AirWatch provides the highest level of mobile security while making it very easy to use for IT administrators and end users. Additionally, AirWatch Cloud offers strategic data centers across the globe to ensure data is protected. AirWatch currently hosts 15 data centers globally.

AirWatch features a simple interface and dashboard control for managing thousands of devices across platforms in one web-based console. AirWatch makes it easy for organizations to operate through a cloud-based deployment and use full APIs to seamlessly integrate with existing corporate infrastructures. IT administrators can easily provision profiles, applications and content to devices over-the-air. AirWatch also allows end users instant access to email, applications and corporate content over-the-air. Through certificate integration, users can enroll in the AirWatch cloud-based MDM solution and automatically connect to corporate Wi-Fi network and VPN.

Additionally, with the AirWatch self-help portal, employees can proactively troubleshoot basic issues for their own devices, including locating their device, resetting their passcode and more. This not only empowers end users to take responsibility for their own device, but it also eases the burden on IT staffs.

What tangible impact has your product/solution had on the market and your customers?

Mobility and access to information in the cloud is revolutionizing the way enterprises operate. AirWatch enables IT staff to administer and control thousands of mobile devices across mobile platforms around the globe in a single web-based console. This saves organizations time by streamlining IT processes for enrollment, deployment and management of mobile devices with no significant investment needed in technology or installation services. By preventing data loss and leakage, AirWatch keeps corporate content secure and can save enterprises millions of dollars in reparation and legal fees. Additionally, AirWatch Cloud helps enterprises eliminate excessive printing and paper costs by making it easy for users to collaborate and access the latest corporate materials from their mobile devices.

L.J. Aviation, a privately held midsize aircraft management and charter flight company, chose to adopt AirWatch's cloud-based file sharing and syncing solution, Secure Content Locker (SCL).

AirWatch's SCL offers the benefits of a file sharing and syncing service within a secure private container that can be accessed remotely and managed through an administrative console. With SCL, L.J. Aviation saves on printing and mailing costs, which become considerable as files are often updated. Since incorporating SCL into their business platform, L.J. Aviation has removed 70 pounds of paper manuals from each flight and has saved a significant amount of money.

What are the major differentiators between your product/solution and those of your primary competitors?

AirWatch stands out from its competition because of its understanding of the need for reliable support, enhanced security, easy integration and the unique need to host data locally. AirWatch demonstrates this by hosting 15 data centers globally and through its internal cloud support. AirWatch provides customers with an industry-leading IT infrastructure solutions that keep enterprises powered for business. AirWatch data centers deliver cloud, colocation and managed-hosting services over advanced networks. The data centers also feature certifications, compliance, data security, privacy, high availability, disaster recovery, data center security and a dedicated operations team. With best-in-breed technology, AirWatch ensures security through penetration and vulnerability testing, data privacy and access control. Additional features with the AirWatch Cloud include AirWatch Cloud Connector (ACC), change management, reporting, support, 24/7/365 onsite security and operations staff.

The AirWatch data center operations and cloud operations teams are made up of highly qualified and trained professionals with numerous individual certifications and professional memberships. All team members sign confidentiality and non-disclosure agreements, and AirWatch enforces stringent employee access control. Performance monitoring, defect tracking and a business continuity plan meet high performance standards. The AirWatch team proactively notifies users of any upgrades or changes in the environment, and round-the-clock support is included.

Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.

- <http://idcdocserv.com/241127>
- <http://goo.gl/Q6FlqQ>
- <http://www.idevnews.com/stories/5792/AirWatch-Rolls-Out-Cloud-Based-Mobile-Management-Security-for-SMBs-Healthcare>
- <http://www.air-watch.com/company/news-room/press-releases/2013/06/secure-content-locker-update-enhances-content-collaboration-and-security>
- <http://www.air-watch.com/company/news-room/P20/2013/08/airwatch-supports-canadian-businesses-with-local-data-center>

Why nominee should win

- Best-in-class technology: Includes Cisco, Dell, EMC, F5, Riverbed and VMware, ensuring high performance and data security.
- Physical security: Global, world-class data centers feature round-the-clock, on-site security and operations staff, badge access, mantraps, biometrics and CCTV monitoring.
- Enterprise integration: Integrate with enterprise systems with AirWatch Cloud Connector and numerous APIs that enable core product functionality in existing backend systems.
- Data security: Stringent employee access policies, regular penetration, vulnerability testing and AES 256-bit encryption protects data at-rest and in-transit.
- High availability: Redundant power sources, Internet sources and data center locations ensure traffic isn't slowed down and unlikely disasters do not impact businesses.