



CUSTOMER SUCCESS

ConQuaestor

Enabling a Secure, Cost Effective Mobile Device Management Strategy in the Netherlands

Consumerization is a growing challenge for ConQuaestor, a fast-growing Dutch financial consultancy agency. Conquaestor's 400 personnel are regularly working from clients' premises, and their only 'lifeline' is the mobile device.

The company has standardized on Symantec™ Mobile Management for Microsoft System Center 2012 Configuration Manager (SCCM) to manage its Android, iPhone, and Windows devices and meet compliance and data protection goals. The solution integrates seamlessly with the existing Microsoft SCCM, dramatically reducing the learning curve and eliminating the risk of introducing new technology. The Symantec solution also provides more control and insight and allows the company to use feeds and distribute apps and data on a strict policy basis.

Where CFOs find answers

ConQuaestor is where chief financial officers (CFOs) come to get answers. The Dutch organization provides consulting services for large and midsize organizations across the country; helping them to improve their business processes, financial management, technology strategy, and compliance policies.

The company's 400 consultants are always on the move. Traditionally, the company provided staff with BlackBerrys as the corporate standard communications device. Amidst dissatisfaction with this device, ConQuaestor standardized on Android, with approximately 90 percent of staff adopting these Android devices provided by the company, and 10 percent choosing to use their own preferred device - mostly the iPhone.

Given the sensitive nature of the client financial data residing on the devices, ConQuaestor needed a secure mobile device management platform to enable, secure, and manage these mobile devices. The Dutch company also wanted the ability to wipe a device in the unlikely event it was stolen or lost. Symantec Mobile Management was the logical choice. Wouter Baaij, IT manager, ConQuaestor picks up the story. "Our partner Cloud2IT and several other reliable sources recommended Symantec. They completed a proof of concept in just a few days and we immediately knew we had a safe and secure means of mobilizing our clients."

ORGANIZATION PROFILE

Website: www.conquaestor.nl

Industry: Technology

Headquarters: Utrecht, The Netherlands

SYMANTEC SOLUTION

Mobile Device Management

Why Symantec?

- Seamless integration to Microsoft SCCM and extra functionality
- Lower cost and ease of use compared with MobileIron
- Symantec brand and reputation

Seamless Symantec and Microsoft SCCM integration

The compelling reason for choosing Symantec was the seamless integration between Microsoft SCCM and Symantec Mobile Management, which ConQuaestor was already using to manage its Windows-based physical and virtual servers and laptops deployment. “The integration meant we didn’t need to deploy and extra servers or have any additional knowledge,” says Baaij. “We immediately benefit from complete control of the mobile environment, we can rollout mobile secure email and applications, and the data is safeguarded.”

All of this begs an important question: why didn’t ConQuaestor use the Windows Intune functionality to manage the mobile devices, instead of Symantec Mobile Management? First, ConQuaestor concluded that the native Microsoft SCCM did not offer sufficient control over the policies. Second, it proved very difficult to distribute apps. Third, the Intune functionality didn’t effectively support the Apple and Android devices ConQuaestor was using—only the Windows-based smartphones.

“Intune is expensive and it lacks some of the functionality of Symantec Mobile Management. With Symantec, we can push applications out, set policies, and provide secure email. Our system engineers also immediately understood the instinctive interface as it is the same as the SCCM interface they work with.. It’s incredibly flexible and easy to use,” says Baaij.

Developed and launched in only four days, Symantec Mobile Management now supports 300 devices, including Windows, Android, and Apple. Among many features, ConQuaestor benefits from automated provisioning and activation, the opportunity to distribute apps, advanced security features, and a single pane of glass for management.

SOLUTION AT A GLANCE

Key Challenges

- Support secure, integration with current deployment platform
- Lower cost of managing heterogeneous devices
- Increase staff productivity through mobile working

Symantec Product

- Symantec™ Mobile Management for Microsoft System Center 2012 Configuration Manager

Symantec Partner

- Cloud2IT

BUSINESS VALUE AND TECHNICAL BENEFITS

- Enabled, secured, and managed 300 mobile devices
- Offered ability to wipe a device if stolen or lost
- Ensured secured email
- Delivered seamless, low-cost, low-risk integration between Symantec Mobile Management and Microsoft SCCM
- Provided valuable and important extra functionality over Windows Intune functionality in Microsoft SCCM
- Developed and launched in only four days
- Worked out approximately \$12,000 per year cheaper than MobileIron platform

ConQuaestor also briefly considered MobileIron, but that solution was considerably more expensive. “If you take training, new hardware, and management in account, we saved approximately \$12,000 per year,” says Baaij. . MobileIron also required two additional servers and was considered relatively manual to use by comparison with Symantec Mobile Management.

“With Symantec, we can push applications out, set policies, and even turn the camera/SSD cards on and off. It’s incredibly flexible and easy to use.”

Wouter Baaij
IT Manager
Conquaestor

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