

# ABeam Enterprise Mobile Solutions (ABeam EMS)

Mobile devices such as smartphones and tablets bring new value to our life, and they become important platforms for transforming business activities.

ABeam Consulting leverages our in-depth industry knowledge, extensive IT expertise, and project management capability to provide total solutions for your enterprise mobile adoption.

## Why is Enterprise Mobile Adoption Difficult?

There are common issues for using mobile devices in enterprises.

### Issues and concerns hold back mobile adoption

- Sales department wants to use mobile devices, but IT or Compliance department stops their mobile adoption due to security concerns.
- IT or business department is not sure how to address compiled mobile adoption issues.
- The purpose for enterprise mobile adoption is not defined.
- The measurement for enterprise mobile adoption effects is not defined.

### Defining and managing the scope of mobile adoption is complex

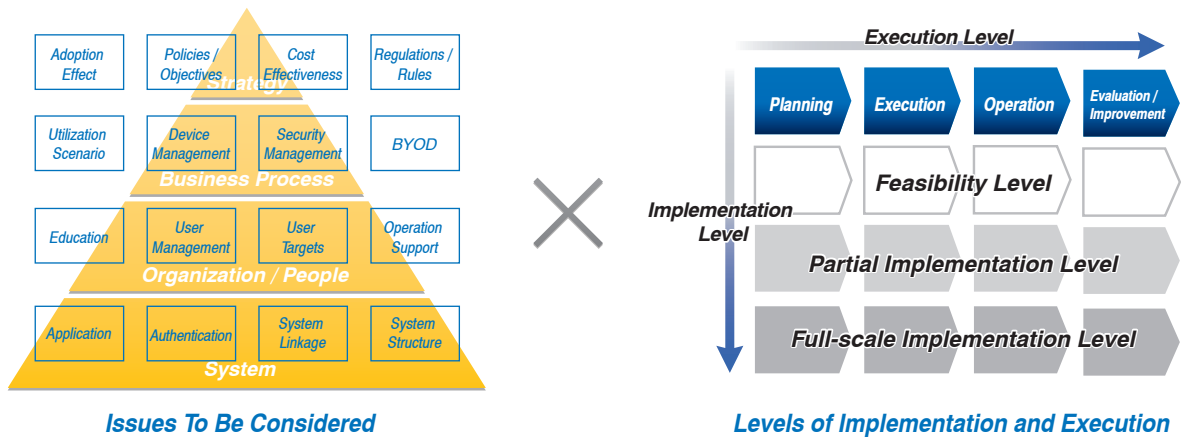
- Companies have adopted mobile devices to limited users / business operations, but mobile adoptions are stopped due to unexpected issues.
- Companies cannot decide on the use of personal devices in business (BYOD).
- Device management becomes more complicated because employees carry multiple devices including notebook PCs, tablets, smartphones, and mobile phones.
- Companies are reluctant to provide more units since device management becomes more difficult as the number of functions, OS, and versions increases.

### Effective mobile adoption needs more than simple implementation

- Mobile devices are provided to employees, but the employees cannot make full use of them in business.
- Companies have developed mobile applications, but employees do not use them.
- Companies struggle in integrating their existing system with mobile applications.

## How Can Enterprise Successfully Adopt Mobility?

The mobile adoption issues vary from strategy, process, organization and people, and system related themes. In addition to those issues, companies need to specify the scope of the implementation and execution. Considering those complex factors appropriately, mobile devices can bring new value to your corporate activities.

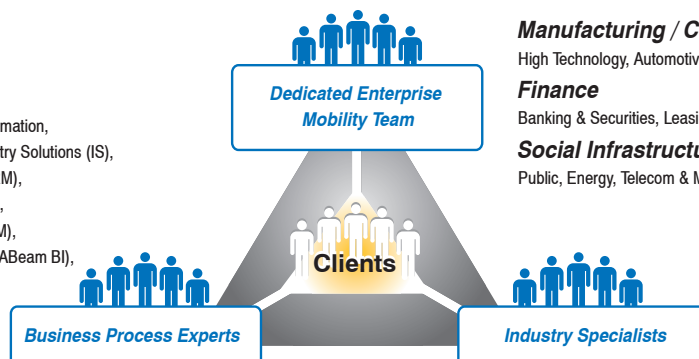


## How Does ABeam Consulting Work for You?

ABeam Consulting's dedicated enterprise mobility team is aligned with our industry specialists and business process experts to offer IT and consulting service.

### Business Consulting Enterprise Application Outsourcing

Management Strategy, Business Transformation, Supply Chain Management (SCM), Industry Solutions (IS), Customer Relationship Management (CRM), Finance and Management Control (FMC), Information Technology Management (ITM), Data Analysis and Utilization Promotion (ABeam BI), Human Capital Management (HCM), Outsourcing



### Manufacturing / Consumer Business

High Technology, Automotive, Retail & Service, Food & Beverage

### Finance

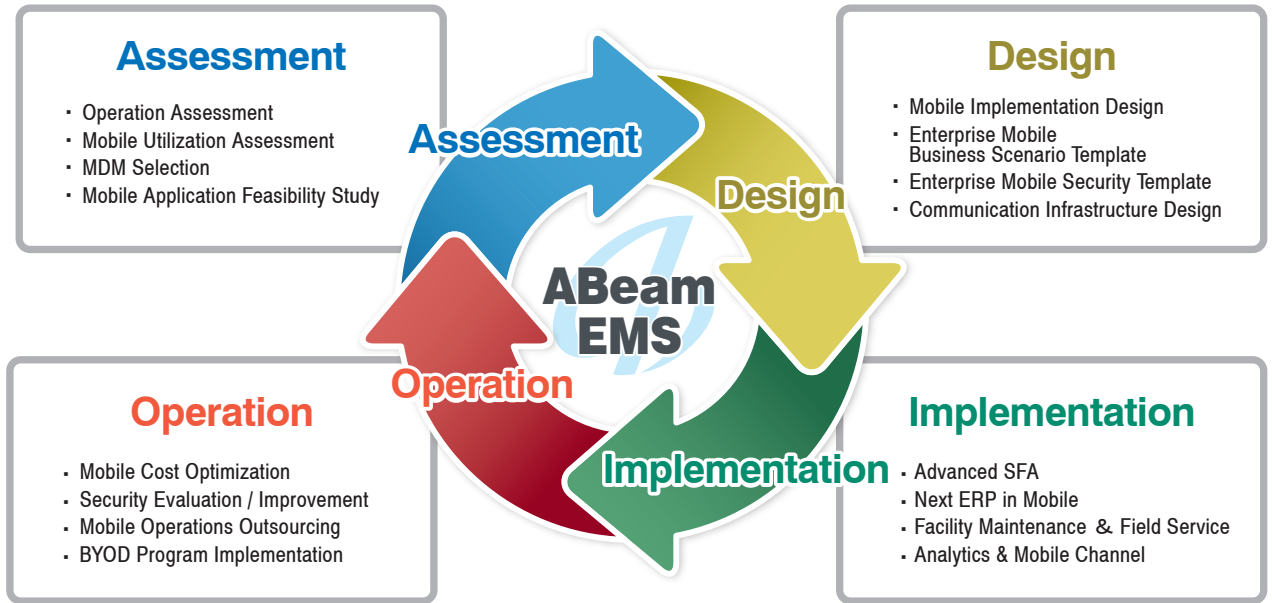
Banking & Securities, Leasing, Other Financial Services, Insurance

### Social Infrastructure and Services

Public, Energy, Telecom & Media, Transportation, Trading

## Solution Lineup

ABeam consulting provides one-stop service for planning, design, implementation, and operation for enterprise mobility based on the multiple view points including management, IT, and operations. We quickly realize mobile utilization with our prototype environment, original assessment tools, and design template based on our abundant enterprise mobile consultation and implementation experience.



### Assessment

#### Operation Assessment

- Quick assessment using our framework
- Detailed assessment from consultation

#### Mobilization Level Assessment

- Mobilization level assessment
- Business process design to enhance mobilization

#### Mobile application Feasibility Study

- Develop mock applications
- Evaluate application utilization effects

#### MDM Selection

- Security assessment
- MDM selection based on the assessment result

### Design

#### Mobile Implementation Design

- Design mobile implementation plan including process, system, and security

#### Enterprise Mobile Business Scenario Template

- Template based business scenario design for mobile utilization

#### Enterprise Mobile Security Template

- Initial diagnosis with a security check sheet and design countermeasures

#### Communication Infrastructure Design

- Match ICT technology and requirements
- Define transformation points and design realization plan

### Operation

#### Mobile Cost Optimization

- Visualize cost per occurring point / cost item
- Re-evaluate charge-to-division
- Improvement plan for each cost item

#### Security Evaluation & Improvement

- Security level evaluation
- Plan security countermeasures
- Selection and implementation of security tools

#### Mobile Operation Outsourcing

- Selecting and negotiating with outsourcers
- Defining outsourcing operations and developing operation process

#### BYOD Program Implementation

- Security definition divided by individual / company information
- Design, implement, and evaluate BYOD rules / process

### Implementation

#### Advanced SFA

- Check client information
- Update activity status
- Quotation and order
- Product catalog etc.

#### Next ERP in Mobile

- Stock inquiry and allocation
- Quotation and order
- Timesheet and vacation request
- Expense settlement

#### Facility Maintenance & Field Service

- Contract / Service record reference
- Visit support (routing, scheduling, etc.)
- Service parts allocation / quotation creation etc.

#### Analytics & Mobile Channel

- Customer assistance support based on the consumer trends
- Omni channel (O2O)
- Mobile payment etc.