

A man with dark hair and a beard, wearing a light blue button-down shirt and a white headset, is seated in a modern office environment at night. He is looking to the right, focused on a tablet device he is holding. The background is filled with blurred lights from office windows and interior fixtures, creating a professional and tech-oriented atmosphere.

CHG

ENTERPRISE MOBILITY SOLUTIONS (EMS) PRODUCT OVERVIEW.

Agenda



1. What is EMS?



2. Bundled vs unbundled



3. Key benefits



4. Mobile working is the future



5. Market overview



6. Case studies



What is EMS?



- EMS is the latest ICT innovation from CHG-MERIDIAN
- We provide our customers with the opportunity to acquire different mobile devices yet harmonise all these into one structured model
- We allow our customers to unbundle their handset from their tariff, which results in a lower TCO, greater transparency and increases your flexibility
- At the end of the lifecycle benefit from our asset collection service and certified data deletion to ensure a new level of mobile working that is comprehensively protected and offers a high level of freedom.
- Full transparency of asset data via our asset management system, TESMA®

EMS Service catalogue

Preparation



Reception & storage



Recycling packing materials



OS update



DOA check



Battery 80 -100%



Place SIM-card



MDM & DEP/KNOX



Screenprotector & case



Asset tag

Roll-out



Project management & planning



CMDB registration & management



Transport



Roll-out desk



End-user agreement



Reception old device & indemnity form

Useful life



Break-Fix



Portfolio review



Direct replacement Capacity

End-of-Life



Collection



Non return allowance



Data deletion

Bundled vs unbundled (cash)

Bundled Solution Average:
£1,541

Unbundled Solution Average:
£1,338

Bundled, 24 months, unlimited data, unlimited calls, unlimited texts

Unbundled CASH, 24 months, unlimited data, unlimited calls, unlimited texts



The End Result: 15.17% (£203 per handset) saving when unbundling

Example based on Vodafone's fixed 24-month contract and 24-month sim only plan. Data correct as 25.11.2019

Bundled vs unbundled (CHG effect)

Bundled Solution Average:
£1,541

Unbundled CHG Solution Average:
£1,105.23

Bundled, 24 months, unlimited data, unlimited calls, unlimited texts

Unbundled (with CHG effect), 24 month, unlimited data, unlimited calls, unlimited texts



The End Result: **39.42% (£435.77 per handset) saving with the CHG effect**

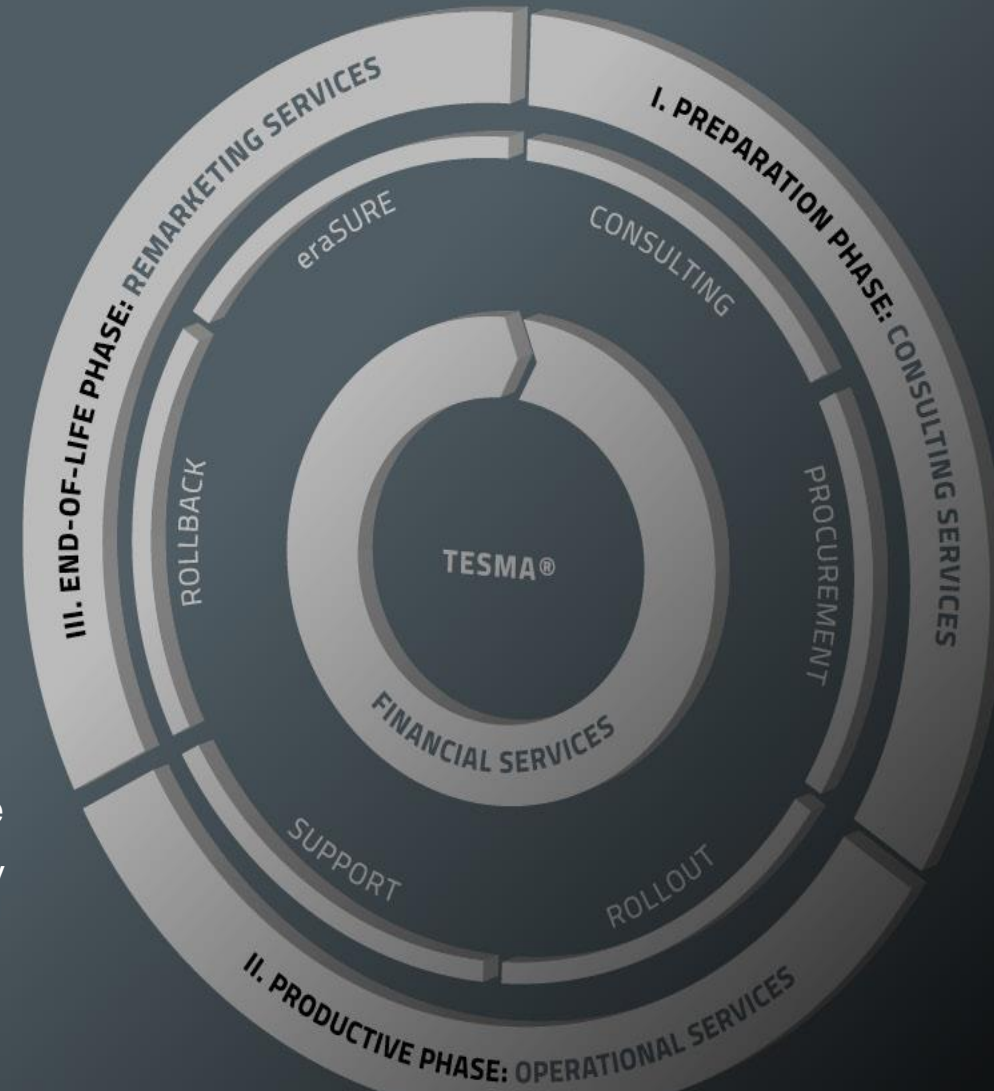
Example based on Vodafone's fixed 24-month contract and 24-month sim only plan. Data correct as 25.11.2019

Key benefits

Full lifecycle management support from delivery to rollback.

Benefits include:

- Full portfolio analysis – identify cost savings and added service benefits
- One contract for the complete solution
- Independent advisor/partner
- Full lifecycle management
- Smooth transition of technology
- Continuous support to all employees available 24/7
- Direct replacement capacity – quick device replacement
- Protect your corporate mobile communication and permit only certified apps
- Cash savings
- Fixed costs per device during the agreement term
- Collection of assets aligned with refresh at a location and date of your choice
- ISO certified data deletion to ISO 27001 and ISO 9001, which is approved by the National Cyber Security Centre (NCSC) and BSI

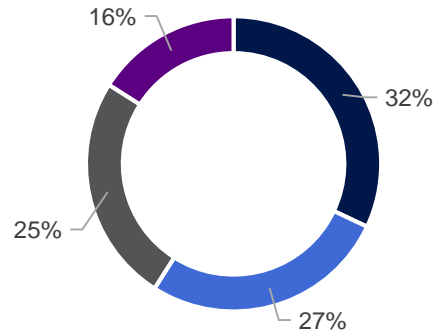


Mobile working is the future – it's time to embrace the change

- **Enterprise Mobility allows organisations to offer a more flexible environment than was ever thought possible**
- Ever increasing demand for always on, instantaneous access/to have it to hand
- **With mobiles now providing access to emails, web browsers and the Microsoft Office package – 90% of employees tasks can be completed on their mobile device**
- This increased flexibility provides organisations with the capacity to boost their employee's productivity and promote customer and colleague satisfaction
- **Our EMS solution supports this fundamental shift in the future of mobility**

Market overview – key facts and statistics

Factors Driving Enterprise Mobility



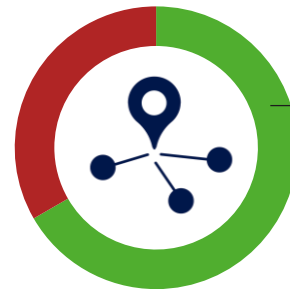
- Improved Service Efficiency
- Quick Decision Making
- Reduced Operational Cost
- Increased Sales



5.15 BILLION people with mobile devices worldwide. 66.6% of the population



3.3 BILLION SMARTPHONES smartphone users in the world today. 42.63% of the population



66% of organisations have opted to outsource some or all of the day-to-day deployment and management of devices.

How does Enterprise Mobility help?



240 hours of work gained a year



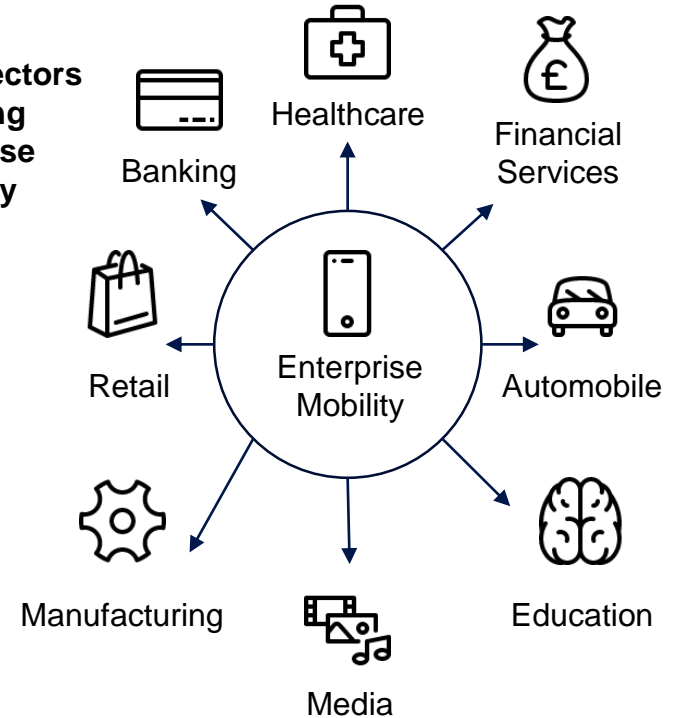
53% Enhancement in work



79% Cost savings

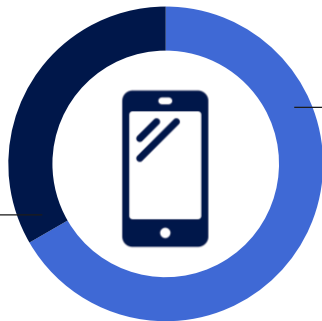
34% Boost in productivity

Industry Sectors Adopting Enterprise Mobility



33%

of employees that typically work on employer premises, also frequently work away from their desks



66%

of employees use personal devices for work purposes

MANN+HUMMEL

About MANN+HUMMEL

MANN+HUMMEL is a German manufacturing group that was founded in 1941 as a family-owned company and has remained so until today. The MANN+HUMMEL Group is headquartered in Ludwigsburg within the metropolitan area of Stuttgart. The company develops, produces and distributes liquid and air filter systems, intake systems and thermal management components.

Requirement

In 2016 the MANN+HUMMEL group decided to move their mobile phone fleet completely to iOS, to replace their existing Windows fleet. The group were looking for a solution that could reduce their IT costs, and above all, provide a simple process so they could sell the whole experience to their employees. The group has 80 self-governing locations and wanted to avoid having ten different partners for one service. Lastly, the customer wanted a managed approach to be taken on the devices, including all security requirements and Apple DEP.

Solution

CHG-MERIDIAN provided a consistent process across all locations and sites and ensured the customer only had one partner for the entire project. The customer procures centrally, and the employer can select their device from the three models available. CHG set up the devices for the end-user and even fitted a screen protector and a MANN+HUMMEL case to every phone. CHG takes care of the entire packaging and shipping process, with the device being delivered to the customer fully prepped. Furthermore, CHG also provided support at the end of the lease term with certified data deletion and remarketing included.

CHG's Enterprise Mobility Solution (EMS) ensured the customer had one central partner for all locations. CHG took control of the coordination and made sure the customer's demands were met. The entire solution is consolidated into one service price in the form of an operating lease. The customer receives a central invoice, which they pass on internationally.





MAN Truck & Bus



About MAN Truck & Bus

MAN Truck & Bus is the largest subsidiary of the MAN SE Group and one of the leading international providers of commercial vehicles and transport solutions. Headquartered in Munich, Germany, with locations all across Europe, Africa, the Middle East and Asia. Alongside production plants in three European countries as well as in Russia, South Africa, India and Turkey. MAN Truck & Bus are a truly international business.

Requirement

MAN Truck & Bus was looking to roll out the iPhone XR to their employees in Switzerland. The objective was to reduce the customer's IT operating costs while also lowering the insurance claims rate and minimising end-user downtime. Above all, what the customer was really looking for was a solution that took the burden off them and their IT team when regarding a mobile phone rollout.

Solution

The solution CHG-MERIDIAN offered the customer was their innovative Enterprise Mobility Solution (EMS) on a two-year finance term. This solution also included any additional services according to MAN's specific requirements.

The additional services included:

- TESMA® - Access to CHG-MERIDIAN's online asset and contract management system
- Data Deletion - Certified data wiping of the assets at the end of the term
- Asset Care - Buffer stock scheme, when a device breaks simply exchange it for a brand new device
- Rollout and Deployment - Secure transportation of the assets to ensure the handover of assets is as smooth as possible
- Assembly - Placement of reinforced glass and cases branded with the MAN logo on every phone before rollout
- Asset Configuration - Dead on arrival (DOA) testing, charging and DEP check

qolcom

About qolcom

Qolcom is a leading UK based integrator of secure wireless network and mobile device management solutions. Their solutions extend the power and performance of applications and services to the new, rapidly growing, mobile workforce.

Qolcom solutions enhance productivity, introduce new efficiencies and accelerate business response times making certain that wireless networks and mobile devices contribute to corporate success.

Requirement

In 2017 Qolcom found themselves in the same position as many SME organisations in regards to their corporate mobile device estate and airtime agreements. Like many others, Qolcom has evolved as a business making use of the airtime providers hardware fund. This was suitable whilst the number of associated phone contracts was relatively small, but with the rapid growth of the business came the need for more contracts, and more devices. Typically, the hardware fund of the airtime provider didn't keep pace with the number of connections to the contract, therefore the hardware fund wasn't enough to cover the number of devices required, let alone mid-term additions and replacements.

Solution

Qolcom explored the potential of separating out the hardware from the airtime, vastly reducing costs with the airtime provider by over 50%. The hardware was then funded by a lease agreement with CHG-MERIDIAN. This afforded Qolcom the opportunity to refresh every device in the estate with the absolute latest iOS and Samsung devices to every employee, whilst still maintaining significant savings over the combined airtime agreement previously in place. This agreement also creates a workable refresh schedule every 2 years, keeping employees up-to-date working with the latest technology.



