

Filr
Micro Focus iPrint
Mobile Management

TWIN MRO

With dual responsibilities in marketing and IT management, Kevin Salisbury is always looking for ways to save time and money. When TWIN MRO started replacing its PCs with less expensive mobile devices, he turned to Micro Focus for a complete mobility solution that could integrate with his existing IT environment—and keep it secure.

Overview

When you oversee both IS&T and marketing, you consider ROI with every purchase. That's why Salisbury has been using our products for more than 20 years at TWIN MRO. You'll find Micro Focus® GroupWise®, Micro Focus Open Enterprise Server, Micro Focus ZENworks® and Micro Focus Service Desk in his IT environment.

A small company with less than 100 employees, TWIN MRO services turbine engine components for airlines, air forces, and brokers in more than 25 countries. As a result, employee productivity and data security are top priorities for Salisbury.

“We're in a niche industry that services very expensive turbine engine components. Regulation requires us to protect all intellectual property—military, commercial and our own data—from unauthorized export. Having a secure mobile solution is imperative.”

KEVIN SALISBURY

Manager, Global Marketing and IS&T
TWIN MRO

“We're in a niche industry that services very expensive turbine engine components. Regulation requires us to protect all intellectual property—military, commercial and our own data—from unauthorized export. Having a secure mobile solution is imperative,” he explains.

Challenge

Like most enterprises, IS&T at TWIN MRO has to meet overall business operations and performance goals with economical, effective and complementary technology. So Salisbury started replacing their PCs with Android tablets.

“To do this effectively, we required a mobile device management solution that would manage our new mobile devices while seamlessly integrating them with our existing infrastructure,” he says.

Salisbury looked at BlackBerry, Good for Enterprise and Airwatch for an MDM solution. He would also need solutions for mobile file access and printing, so he considered Dropbox and Google Drive for file sharing, and customized OEM solutions from HP and Xerox for mobile printing.

Solution

Salisbury chose us because we provided a complete mobility solution to TWIN MRO:



TWIN MRO
MANUFACTURING
The Leaders in Turbine Component Repair!

At a Glance

Industry

Aerospace

Location

United States

Challenge

TWIN MRO needed a secure mobile management solution that would integrate with its existing environment.

Solution

Use Micro Focus iPrint, Filr, and Mobile Management to provide a secure, cost-effective mobile management solution.

Results

- + Implemented complete mobility solution in less than one week
- + Lowered IT costs by integrating with existing file system and printer fleet
- + Increased employee productivity with mobile file access and printing
- + Maintained security and control over sensitive company data

“Although competitive products had similar functionality, it was easiest to integrate Novell’s (now part of Micro Focus) mobility solution into our existing environment, which also made Novell the most cost-effective to implement, with the best total ROI!”

KEVIN SALISBURY

Manager, Global Marketing and IS&T
TWIN MRO

- Micro Focus Mobile Management for comprehensive mobile device management
- Micro Focus Filr for mobile file access and sharing
- Micro Focus iPrint® for mobile printing.

In addition to offering the most complete solution, we offered the most secure and cost-effective mobility solution.

“The cloud-based file services didn’t offer the security of in-house deployment, and other vendors didn’t support Android devices except with custom deployments,” he says. “Their solutions would have cost about three times more than Novell’s (now part of Micro Focus) deployment costs.”

Results

The total implementation time for the mobility solution was less than one week, including installation and configuration of Mobile Management, Filr and Micro Focus iPrint.

“All three products are well-designed and intuitive for both the administrator and the end user,” Salisbury says. “Implementation was much easier than I thought. Our initial project estimates were triple the number of hours it actually took.”

The company’s mobile users stay productive with Filr and Micro Focus iPrint, while IS&T remains in control of data security. “Filr just works—point the users at their folders and they’re instantly productive—no training, or copying files to a new repository, required. And iPrint is incredibly easy to use. We were

shocked at how seamlessly it works with our existing printers.”

Mobile Management helps locate lost devices and provides valuable mobile device usage data to TWIN MRO managers. “We can now effectively and securely manage and control our mobile devices just as we can our desktops and laptops,” he says.

Other vendors’ products simply didn’t have the security, affordability and easy integration that we offered. “Although competitive products had similar functionality, it was easiest to integrate Novell’s (now part of Micro Focus) mobility solution into our existing environment, which also made Novell the most cost-effective to implement, with the best total ROI.”

“We require mobile devices to have the same level of security and control as our classic desktops. At the same time, our users must increase productivity with the change to mobile devices. By using Novell’s products, this is possible.”

About Micro Focus

Since 1976, Micro Focus has helped more than 20,000 customers unlock the value of their business logic by creating enabling solutions that bridge the gap from well-established technologies to modern functionality. The two portfolios work to a single, clear vision—to deliver innovative products supported by exceptional customer service. www.microfocus.com



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