Mobilizing enterprise applications

Comprehensive, game-changing mobility solutions from IBM, SAP, Motorola Solutions and Zebra Technologies

Mobile devices have rapidly changed the way the world conducts business. As your employees, customers, suppliers and partners have become comfortable and adept with mobile technology, they’ve come to expect its use in an increasing array of transactions. Driven by these trends, mobile technologies can now expand the business value of your entire SAP application suite, becoming its force multiplier.

Using mobile devices, you can provide authorized users with secure anytime-anywhere access to information and systems once confined to the back office. Meanwhile, data entered from the field can enrich those systems with accurate, up-to-the-minute information, gaining you real-time, 360-degree visibility into your operations.

Clearing the way
As compelling as the business benefits of mobility are, extending SAP and other applications to the mobile environment can be a complex, time-consuming task. Security is a prime concern due to sensitive information that may be stored on mobile devices, as well as their connections to company data centers. Device durability is another key requirement, along with ease of use and technological sophistication. These and other considerations call for holistic mobile solutions that go beyond just technology into the strategy, integration and management needed to derive real business benefit.

To speed and simplify your move to mobile, four industry leaders have come together in a global alliance to offer end-to-end, seamless and customized solutions.

• SAP has the mobile enablement strategy and platform to help you add new value and longevity to its renowned enterprise applications by connecting them with authorized mobile workers.
• Motorola Solutions provides a diverse line of ruggedized mobile computers and tablets, wearable terminals, scanners and other devices specifically designed for today’s mobile workforces.
• Zebra Technologies offers everything from highly portable barcode label and receipt printers to industrial barcode printers, RFID printers and encoders.
• IBM – winner of a record 25 Pinnacle Awards from SAP – will help put your entire mobile project on solid footing, expediting innovative solutions designed to ensure its immediate and long-term value. IBM can assist with strategic consulting, security services, systems integration, mobile application production, hardware and software provision, hosting options, project management and more.

Getting productivity moving
Opening up the value of SAP applications to mobile users involves more than replicating a back-office system of record on a mobile device. It’s a matter of determining which mobile interactions will bring the most value to your enterprise.

IBM can help your organization identify and detail what we call “Mobile Moments”– mobile-based encounters that provide real value not only to individuals and groups of users but also to your enterprise. IBM Global Business Services® can prepare a roadmap that leverages framework applications and a trove of intellectual property to help guide you to the greatest rewards in the shortest time.

The value of a far-reaching team
As your project takes shape, mobility experts from IBM can coordinate your entire effort, including planning, design, procurement, pre-configuration, deployment and even management. We work within the alliance to co-develop mobile business scenarios and implement solutions that are easy for mobile workers to understand and execute – generating faster time-to-value.

Proven hardware and software from all four partners will help create a secure environment that can protect you from unauthorized entry and loss of sensitive data while enhancing business agility. IBM also offers attractive financing, with innovative terms that can link investments to returns.

By leveraging the unique, complementary strengths of SAP, Motorola, Zebra Technologies and IBM, businesses can gain a whole new world of insight and control. SAP revolutionized the way businesses run. Now we’re ready to help those businesses run even better.

For more information
To learn more about how IBM, SAP, Motorola Solutions and Zebra Technologies can help you turn mobile technologies into a strategic advantage, please contact your IBM representative, or visit us at:

ibm.com/services