

moving towards mobile working

*gain the mobility you need
without changing anything*



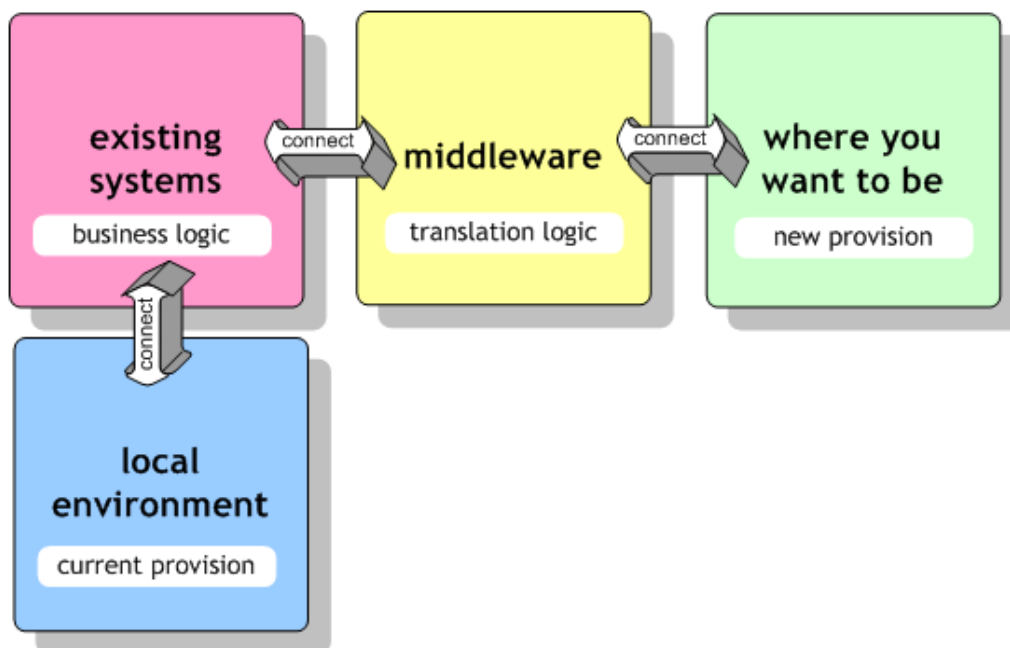
a white paper from **LANZen** - secure information solutions

Today's business is driven within its core by IT systems specifically designed around the way that company works. Usually, they do that job well - if they don't, the company won't stay in business very long. However, a major feature of today's dynamic business model is the ability to access corporate information away from the office. For many, this means major restructuring and replacement of back-end systems with all the risk, cost and disruption that brings. Is there a better way to move to a mobile enterprise?

In this white paper, LANZen will show you that there's a way to take this vital step quickly, efficiently, cheaply and with the minimum of disruption. We call it mobile middleware.

the key elements of mobile middleware

Middleware is simply that. It's something that sits between what you have now and where you want to be. It is a convertor or translator of applications from one format or medium to another. The compelling feature of middleware is its ability to be deployed non-invasively - in other words, with minimal disruption to existing systems.

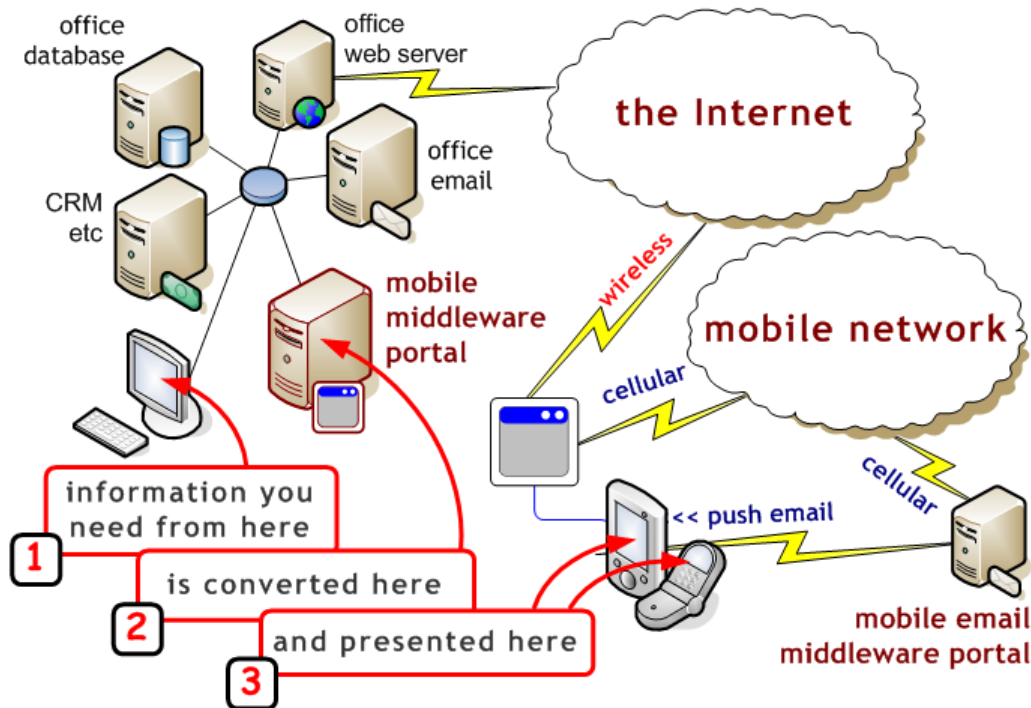


Adding mobile middleware allows an almost instant expansion of your office-based applications to virtually anywhere a mobile network exists. But what's involved in achieving this?

Many solutions require a great deal of money, planning, specialist knowledge, inevitable disruption of existing infrastructures followed by extensive testing prior to deployment. This incurs a high cost in resources and lost productivity as users learn the new environment. This isn't the case with middleware.

Deploying mobile middleware involves the installation of the middleware server itself. This is entirely separate from the existing infrastructure, so development of this requires no disruption to the main systems or your users. Additionally, as the users that this server will connect to don't currently have access, there is no disruption to the mobile workforce, either.

What does a mobile middleware solution look like in terms of hardware?



You may have already experienced some of the benefits of a mobile middleware solution if you use Blackberry®. But that's just a taste of what's possible. The picture shows a typical office IT environment with a web server, mail, a database and CRM application or similar - a typical mix for today's business (1).

Now, notice the mobile middleware portal attached to the network (2). This takes the business applications you need to give your mobile workforce and translates them into a SmartPhone or PDA format. These are then presented as your mobile applications on your user's hand-held devices (3).

Three elements, 1, 2 and 3. Three steps to a mobile enterprise. Remember, being mobile isn't just for travelling users. Mobility may mean anyone who has to move around your site, like warehouse staff and home-based workers.

The remote client

At the mobile client end, you just have to decide which device suits you best - and LANZen will help you with that, too. If that was all there was on offer, it would be a major step forward in itself. However, LANZen can offer your business a lot more.



From location-independent working to network-independent working

Deploying mobile applications provides huge business productivity benefits - that is undisputed. However, the mobile network bills that result can come as a shock. However, there is another network available that is growing in coverage, is considerably faster, more reliable and a lot cheaper. It's Wireless.

Adding wireless

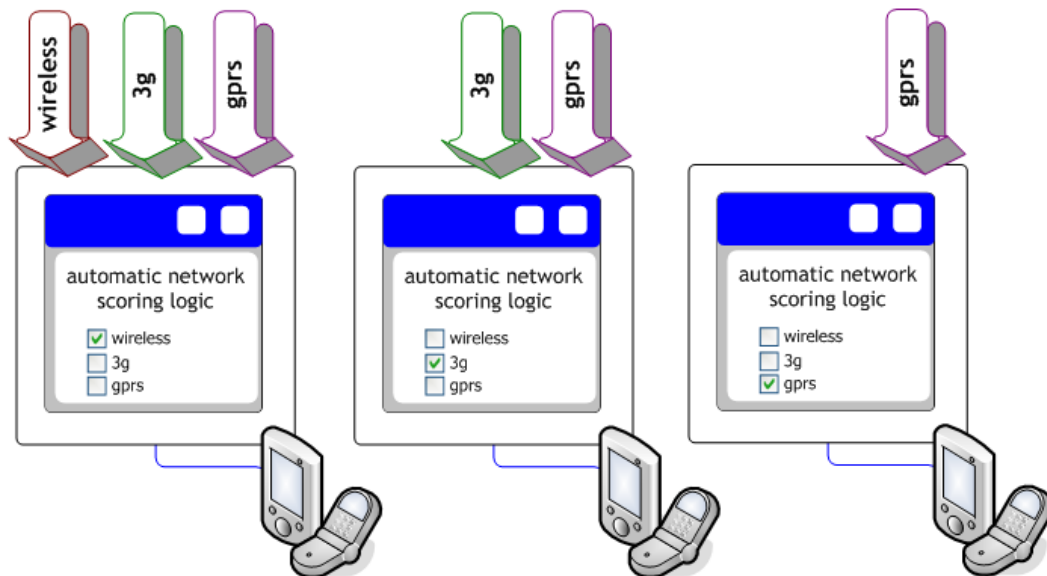
Wireless using access points or hot-spots gives fast, low cost connectivity to the Internet in airports, hotels, coffee shops - even pubs. Many of these are part of a scheme that allows mutual access. Imagine the cost savings if you were able to make use of these readily available assets...

...let's show you how!

SmartRoaming - making the right network decisions for you

SmartRoaming is an application that sits on your mobile device. It examines networks available in real time and selects the best connection automatically - for example, if wireless is available, it selects that. If GPRS is all there is, it uses that. This clever facility maximises your investment in mobile working and delivers the best value to you. Automatically, dynamically, constantly.

Should the network status change during a connection, SmartRoaming will switch to the best available network automatically - usually with a minimum interruption that may not even be noticed.



The view above shows how SmartRoaming works.

Independent wireless access points all working for you

Now that may sound too good to be true with so many different providers, each one requiring an account. You can't register with them all, can you?

LANZen can provide a solution to allow you to use access points just about anywhere in the world at the best rate and utilising the best performance. That provides the final piece of the global mobile working jigsaw.

LANZen are secure information solution architects. We deliver unique solutions for your business. We don't expect you to spend money when you don't need to. Nor do we expect you to accept less than the best available within your budget. What you can expect from us is excellence and innovation.

As solutions architects, we aren't tied to any manufacturer or "preferred supplier". We constantly follow developments in the rapidly evolving world of technology and evaluate new technologies as they appear. Even then, we will only recommend them if they will bring you real business benefits.

When good enough isn't good enough, it's time to call LANZen. Do it now!

Call 01260 290 592 or mail info@lanzen.co.uk today.

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