

# New mobile device management service secures largest ever deal with major trade union

Submitted by: Bluebird Associates

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ESE (<http://www.esemanage.net>), the software company behind esemanage.net, has announced it has helped secure mobile reseller Focus4U's largest ever mobile contract deal with the Transport & General Workers Union.

The T&G deployed nearly 400 Nokia E71's all enabled with the Nokia 'Mail for Exchange' push email application as a cost-effective alternative to the Blackberry service. Nokia's 'Mail for Exchange' provides push email for business without the normal mobile connection tariffs associated with Blackberry devices and therefore reduces the overall mobile costs but still gives the user a fantastic experience with the popular Nokia E71.

The esemanage.net service provides a centralised management platform giving T&G's technical team visibility and control of any device in their mobile fleet at any time. esemanage.net is a truly network and device independent platform giving customers real confidence to incorporate into their business solutions.

IT Manager at the T&G, Tony Johnson explains, "Our officers work almost exclusively out in the field, so it's essential for them to have mobile email. They use it throughout the day to communicate with colleagues as well as members." Unfortunately, with the officers being out and about so much, handsets are frequently lost or damaged. Tony comments, "Having the handsets tied to a contract caused problems. We had to have each phone insured and wait for replacements to be issued, which ended up being time-consuming, frustrating and expensive. So we were keen to find a more flexible and cost-effective alternative".

Simon Green, Commercial Director at ESE says, "The mobile phone procurement is being handled more and more by the IT department and it is natural for them to require a greater level of control over their systems". As esemanage.net is delivered in a 'Software as a Service' model, the implementation cycle can be reduced to a next day delivery if required. Green says "The Service resolves most of the security concerns IT may have and mobile device management (<http://www.esemanage.net>) can dramatically reduce overall mobile operating costs".

Mobile technology is providing businesses with feature rich mobile devices that deliver voice, data and applications to users – wherever they are located. This seamless interface between the mobile user, the Business and customers is creating business efficiencies by increasing productivity through availability, inter-organisation collaboration and reduced communication costs. The esemanage.net service provided by ESE builds on the knowledge and expertise they have gained of mobile technology over many years as a former Nokia Intellisync Expert Partner. ESE provide an excellent service package which includes comprehensive user documentation, training and enhanced customer service including trials, webinars and support.

About ESE

ESE is a small yet highly focussed company specialising in enabling organisations of all sizes to improve their operational efficiency and thereby profitability, by deploying mobile technology to their workforce.

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