Innovative Manufacturer Implements Mobile File Management Solution for Secure Remote File Access

*"It's amazing how far we've come after using iPads for just four short months…
We wouldn't be doing this if it weren't for the very solid performance of mobilEcho."*

Royce Boehrs, Network/Security Administrator at Bedford Industries

Challenge:

Find a way to incorporate tablets into the everyday business practice without compromising critical corporate files and servers

According to noted research firm Gartner, 40 percent of organizations already support employee-used mobile devices, a trend which Gartner expects will continue to grow well into the foreseeable future. As exciting and beneficial as mobile devices can be in the workplace, they also present significant challenges when it comes to the security of critical corporate files. As Gartner notes, with more companies planning on offering these devices, they'll need simple and secure software options to safeguard Intellectual Property, without overwhelming IT staff.

Bedford Industries is one such company that supports devices such as iPads® and iPhones® used by its mobile sales and marketing employees. The company is an innovative manufacturer that has been developing packaging solutions for more than 45 years. Its first product, a wire twist tie, was created in the founder's garage. Since then, the family owned company has forged ahead with innovation as its primary point of focus, expanding into a variety of different identification tag and packaging closure solutions. With a long history of using an in-the-field sales approach, led by regional managers and appearances at trade shows, Bedford Industries has a proven, successful business process for driving, cultivating and closing new business. Still, in today's increasingly mobile world, the company wanted to begin issuing tablets to its frequent travelers. However, there was no way to be sure that private company files and documents would be kept secure while being transferred from company servers to the devices.

In the past, Bedford Industries' sales reps would travel with a laptop. While not a huge inconvenience, the advent of tablet computers, particularly the iPad, has meant that these reps could travel lighter and at the same time use the tablet for planned, or even impromptu, presentations. The downside to the introduction of the tablets was that, in order to access files housed on company servers, the sales reps would either have to email the files to themselves or place them in unsecured third-party consumer synching applications that had no management capabilities for Bedford Industries' IT staff.

"We were already looking at how we could incorporate tablets into our company," said Royce Boehrs, Network/Security Administrator at Bedford Industries.

Key Challenges:

Bedford Industries wanted to implement tablets into its business practice, but required a secure way to ensure the integrity of critical corporate files.

Key Benefits:

- Secure access to corporate file servers allowed for easy access to files on remote devices in the field.

- Because of mobilEcho, the implementation of tablets at Bedford Industries has improved efficiency, helped to close deals, and increased sales.

*Acronis acquired GroupLogic and is now using the Acronis mobility solutions branding

"*The problem we found was that, at the time, there wasn't anything that would give us the control and the security options for accessing our servers that our IT team needed in order to make the leap. We knew, though, that if we addressed those issues, we could give our folks in the field access to files they might need to close business and perform better account management at any given time.*" Boehrs had used GroupLogic's® ExtremeZ-IP® tool in the past to bridge the digital divide between Bedford Industries' various Macs® and PCs, so he was already familiar with the company, its products, and its superior customer service.

Solution: GroupLogic's® mobilEcho®

After hearing and reading about GroupLogic's latest product, mobilEcho®, Boehrs downloaded the free trial. "*GroupLogic's products have always been easy to install, and they really eliminate the stress and headaches that come with managing multiple users, devices, and operating systems,*" noted Boehrs. "*Based on my prior experience with GroupLogic, when I heard about mobilEcho, I jumped at the chance to try it. Once we saw that mobilEcho would allow our employees to access our servers securely and easily retrieve files, it gave us the confidence we needed to issue iPads, knowing they would bring great value to our people.*"

Bedford Industries' IT department originally issued just two iPads. Another 23 were added soon after, totaling 25. Within the last month, five more were issued, bringing the current number to 30, and counting. Employees from many departments have been given iPads and mobilEcho access, including sales, marketing, the management team, graphic arts, IT, and engineering.

"*It's amazing how far we've come in such a short amount of time with the iPads,*" said Boehrs. "*It seems every day we're finding another use for them, and our salespeople are thrilled because it has truly helped them close more business. For example, one of our regional sales managers was at dinner with a client in Mexico City. They were talking about a newer product and the client had some questions. Instead of having to wait and email more information the next day, the manager used an iPad and mobilEcho to quickly get on our server and show them a video in real-time. It secured the sale on-site. Before mobilEcho, that never would have been possible.*"

About Bedford Industries, Inc.

Bedford Industries, Inc. is a privately owned, entrepreneurial and innovative manufacturing company that was founded 45 years ago to produce plastic coated wired twist ties. Since then, the company has expanded into all types of identification products, elastomer integrations, adhesive technology, specialized bundling ties, Bendable Components®, packaging reclosures, promotional marketing, tying equipment, strapping, and fasteners.

About Acronis®

Acronis is leading the next wave of data availability, accessibility and protection solutions to simplify today's complex IT environments. Acronis technology enables organizations of all sizes to manage the always-on anywhere data access demands of users, reducing risk against the loss of valuable corporate data, and controlling management and storage costs. With proven technology for data migration and disaster recovery for physical, virtual and cloud environments, and secure enterprise file-sharing and synchronization regardless of type or platform, Acronis is enabling organizations to embrace new IT strategies and options such as BYOD and Mac in the enterprise. For additional information, please visit www.acronis.com. Follow Acronis on Twitter: http://twitter.com/acronis.

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