



The Challenge

Select the right Business Mobility partner

You can't run a business today without IT systems. Everybody knows that. However, most people fail to understand that systems that mirror traditional business processes aren't delivering.

Let's face it – your business isn't static, so why should your systems be. Your organisation evolves. New opportunities emerge. The market develops.

That's why you need systems that not only tie together all parts of your business, but also give you the flexibility to try new things, develop new lines of business, succeed.

As a shorthand, let's call this Business Mobility – the ability to tie

together fixed and mobile parts of your organisation into a new whole. That will increase efficiency, reduce costs and deliver new opportunities.

But how to do this cost-effectively? Our experience and solutions are the answer. We understand that your business is unique, which is why our solutions are not off the shelf but adapted to your needs and goals. We'll partner with you to take your business forward to the next level. We'll deliver.



The Benefits

Understand the ROI (Return on Investment)

Nobody is going to install new systems without getting something in return. That makes no sense.

So, like every other IT supplier, we understand your need for a suitable ROI (return on investment) in your move to Business Mobility. Where we're different, however, is that we'll assess and evaluate your ROI before committing to your project – we have no interest in selling you a 'solution' and then walking away. That's bad business for both of us.

Instead, look on us as a partner, who'll carry you through the implementation and then continue to advise and suggest ways to increase the flexibility and market adaptability of your company. And, importantly, we don't adopt a single implementation

methodology. Every business, every organization is unique – your needs, your requirements, your possibilities dictate the scope of our solutions which remain eminently customizable to ensure future proofing.

Just selling the hardware and software isn't enough – that's just the basics. Our skill lies in layering solutions on those elements that deliver real ROI to your business.

Not just today, but into your future.



The Plan

Do a detailed study on your users and environment

So how does it work? Every case is different but expect something like this.

First, we'll conduct a detailed study of your users and IT environment, as well as gain a full understanding of your current business processes. That gives us an agreed starting point – this is where your business is today.

Next, we'll discuss with you where you want your business to go and we'll share with you our expertise of technology and markets to suggest possible new opportunities. Remember, most Business Mobility players merely mirror your existing activity; instead, we see as critical delivering to you a real understanding of what's possible.

After that, we'll draw up an implementation programme and timeline, working with your HR department on what new technical skills will be required, organizing training both of business managers and operational staff so that the new systems are effective for your business from the start and installing, with your IT staff, the new hardware and software that will take your business forward.

And it doesn't stop when the system goes live. Support, upgrades and on-going consultancy are key to our delivery, to ensure that ROI isn't a one-time benefit but an on-going process.



The Detail

Evaluate hardware and connectivity

Part of the implementation process involves a full examination of your existing hardware set-up.

Part of the implementation process involves a full examination of your existing hardware set-up. Whilst our handheld solutions are market leading, you need to ensure the reliability and flexibility of your back-end systems, so we'll make necessary recommendations on how to ensure the best platform for your new solutions.

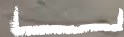
And, although we're able to offer a full range of handheld solutions, we'll work with you on customizing the hardware to meet your exact requirements – of business need, of environment, of network connectivity and so on.

Unlike normal off the shelf 'solutions', we take an overall view of

how your business and your IT infrastructure can interact with our technology and expertise to produce a solution at a whole new level. And one that works not just today, but into the future.

Both business and technology move fast, so any solution needs to be future proofed so you can upgrade easily when either new technologies or new market demands appear.

Business Mobility isn't a destination – it's a moving target. We understand that because it's our business.



The Future

Establish and enforce strict security policies

Of course, extending your business beyond the physical confines of your main office brings challenges as well as opportunities. In a time when security breaches are commonplace news items, it's critical to ensure that any new solutions are not also creating problems.

Because we see Business Mobility as more than a simple hardware add-on service, our holistic view of your business and its IT systems will also take a comprehensive look at security issues, both existing and on-going.

Our solutions are, of course, based on industry standards, no matter how simple or complex they may be. In our world, security isn't an option but a given.

So – to get technical for a moment – we ensure a powerful device/user authentication mechanism and we support industry standard encryption tools. In our solutions, communication layer security is enabled using SSL-based secure messaging along with a

handshake mechanism between the device and server. We deliver multi-level hierarchical security profiles for both users and roles that govern all user activity and access to corporate data. We insist that our servers are secured behind firewalls, enabling client device access only through an HTTPS proxy.

And, most importantly, we'll make the job of on-going security easy for your security management and administrators to create, enforce and track strict policies using a management console, monitor and logging tools.

Working with us, your future and your ROI are secured.

The Team

Develop and deploy in phases

Of course, delivering solutions that work demands a variety of experts – something again that you'll miss with off the shelf packages.

We're fortunate in having experienced and skilled staff who are mobility system design experts, mobility application developers, systems analysts, project managers, service engineers and more. Together they work to ensure the perfect match of business fit and technical excellence, able to design, deploy and support customized Business Mobility solutions.

And, because we have expertise in depth, we're able to pace the deployment of our solutions, ensuring that each phase of the Business Mobility solution is layered on previously implemented and working layers.

What that means for you is simple. By ensuring business continuity

through the implementation process, uptime is ensured and – as importantly – your staff can start to take advantage of new functionality as it comes on-line. A typical Business Mobility implementation involves a massive initial synchronization of data between central processing and storage units and the mobile workforce's handhelds. By ensuring the integrity of this data, new processing and transfer becomes easier thus ensuring less downtime and more productivity from your staff.

The whole point of Business Mobility is to maximize the efficiency of your business processes and deliver more ROI to you. We take that objective seriously throughout the implementation process and as well as when the system goes fully live.

The Company

So who is C2E?

We're a key player in the Business Mobility industry thanks to the excellence of our products and solutions, which are designed to ensure the success of our customers. We are a company committed as much to cost-effective solutions as we are to innovative development,

At present, we offer a suite of highly optimized mobile vertical solutions that exceed industry standards and provide predictable results while maintaining a low cost of ownership. Our industry-leading mobility solutions address the challenges faced by key industry sectors including FMCG, pharmaceuticals, beverages, manufacturing, real estate and the energy sector.

Our partnership with key industry companies has given us domain expertise and experience in warehouse logistics and delivery as well. Consequently, we are able to address specific needs within inventory, logistics, route optimization, space optimization, service and repair, inspection and claims processing.

Our channel partners around the world also provide the expertise to deliver these solutions into the enterprise with minimal impact on existing operations and systems. By combining extensive domain expertise, industry-standard technology, and prepackaged vertical integration to leading CRM/ERP systems, C2E effectively delivers blueprint vertical applications that make 'out-of-the-box' installation and

the associated rapid ROI a reality.

Our Blueprint for Success provides a solid foundation to meet the challenges of the client. It is dynamic and evolves continuously as new methodologies and technologies become available, with a continual integration of new processes to adapt our services to the new demands of the highly paced IT environment. It ensures that both C2E and our clients have a clear and complete understanding of project expectations, responsibilities, deadlines and constraints. By strictly adhering to this established process, we are able to deliver mobile solutions on time, within budget and to the exact requirements of each individual client.

Our experience and expertise in Business Mobility lends new value to our partners. Our sustainable approaches to business ensure that our clients remain our partners. Our flexible hardware and solutions are unique. Our belief in innovation and quality distinguishes us.

C2E – your partner in excellence.

The Bottomline

We deliver key benefits to your organisation:

Increased business efficiency, Increased business flexibility, Increased organisational adaptability & Increased ROI

We are able to deliver because of our key strengths.

- We constantly harness new technologies to design creative IT solutions that meet our clients' requirements perfectly.
- We keep in synch with market and technology trends in order to adapt to new challenges.
- We are committed to working closely and proactively with our clients, from application design to project implementation and support.
- We develop long-lasting, mutually beneficial relationships with our clients by providing outstanding customer service.

In short, we make your business our business.

