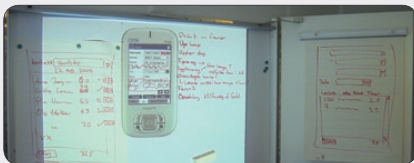




Mobile strategy workshop

HandStep has many years' experience providing advice concerning mobile technology and has implemented mobile solutions and strategies for a number of large Danish companies.



When an organisation is considering introducing mobile technology, we arrange a one-day strategy workshop to examine all aspects of the decision.

Concluding proposal

After the workshop, we prepare a proposal with specific recommendations and checklists. This proposal highlights some of the necessary investments and the possible results that can be achieved using mobile solutions. The proposal will also contain a series of recommendations for areas that require closer analysis.

Price: DKK 45,000.

”There are a great many conditions and demands to be evaluated, discussed and decided before a company launches a mobile project. Demands from end users, the IT, operations and support division, and management must all be evaluated and dealt with at an early stage. This is fundamental to a successful project.”

Søren Linde, Senior Mobility Strategist, Handstep.

The workshop

The purpose of the workshop is to:

- Pass on knowledge about how mobile technology can be used.
- Outline the advantages and disadvantages of introducing mobile technology based on handheld computers.
- Prepare a strategy proposal and formulate the criteria for choosing mobile technology.

The workshop lasts one day. Expectations for the day and its specific contents are agreed on before the workshop takes place. As a general rule we always cover the following topics:

1. Examples of mobile technology in use

- Useful ideas.
- HandStep presents a number of examples of how other organisations are using mobile technology.

2. Assessment of your company's mobile employees and processes

- Current work routines.
- Examples of assignments.
- Known needs and challenges.

3. Mobile applications

- Identification of business areas that can benefit from a mobile solution.

- Business case examples, with calculated savings and investments, and a proposed ROI model.
- Thoughts on topics such as the implementation process, barriers and pilot projects.

4. Types of handheld devices

- Specific requirements for PDAs, smart phones and mobile phones.
- Protection of information.
- Establish overall requirements for the units.

5. Mobile infrastructure

- Synchronising email and calendars.
- Device management.
- Support.
- IT security policies.
- Types of supported units.

6. Methods of communication

- Choice of supported methods (this point often serves to sum up points 4 and 5).
- Protection of information.

7. Conclusion

- Brief evaluation of the day.

We recommend that the IT supervisor and a staff member from the IT operations department take part in the workshop. In addition, one or more of the organisation's mobile employees will benefit from the first part of the workshop (points 1–3).