

CUT THE COST OF YOUR MOBILE WORKFORCE BY 70%

YOU CAN SAVE UP TO \$2,827.00 ANNUALLY FOR EACH MOBILE EMPLOYEE.

At \$4,069 per employee per year, the first thing that you should notice is that providing remote access to your employees is expensive.

It's expensive because your IT organization is using a tool that was designed to support remote offices not remote users! This tool introduces unnecessary acquisition costs and significantly complicates the job of IT operational support and maintenance.

To control the cost, your IT organization restricts the number of remote users and to protect the integrity of the data, your IT organization insists on provisioning company owned laptops. These conflicting goals limit the productivity benefits and introduce unnecessary cost overhead.

A better approach is to manage and protect a remote access service and let your users provide the access tool!

For example, today you provide a voicemail service and let your users access that system from their own telephone and connection. This same service approach can apply to your remote email, file and application access. The net impact is lower IT cost and complexity and greater user satisfaction.

WHAT DOES THIS MEAN TO YOUR COMPANY?

The productivity benefits of remote access are no longer bound by high acquisition and operational costs.

Now every employee, partner and supplier can access your company data and information remotely while your IT organization gains greater access and privacy control over the service.

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Aventail Remote Access Appliance

COST/BENEFIT ANALYSIS

Costs	Your Current Cost	Aventail
User Expense		
Laptop vs. Desktop	\$ 800	\$ 333
VPN Client Software	\$ -	\$ -
Personal Security Software	\$ 33	\$ -
High Speed Connection	\$ 480	\$ 480
Total Annual User Expense	\$ 1,313	\$ 813
IT Expense		
Install & Maintain Client Software	\$ 417	\$ -
Network & Config Changes, Firewall Mods	\$ 1,042	\$ 208
New Software Testing & Distribution	\$ 417	\$ -
Total Annual IT Expense	\$ 1,875	\$ 208
Help Desk Expense		
Initial Setup & Ongoing Admin Support	\$ 68	\$ 17
Remote Access Connection Support	\$ 813	\$ 203
Total Annual Help Desk Expense	\$ 881	\$ 220
Total Annual Costs Per Mobile Employee	\$ 4,069	\$ 1,242
Your Annual Cost Savings:	\$ 2,827	70% Savings

Based on an average company with 100 mobile users

Benefits

Reduced Cost and Complexity	eliminate company owned laptops and support requirements.
Increased Value and Growth	redistribute the savings and expand usage at no additional cost.
Employee Productivity	provide remote access mobility to your entire workforce.
Cost Efficiencies	deliver secure external access to your partners and suppliers.
Flexibility	access ANY critical business process or corporate application.
Ease of Use	"clientless" access via a standard web browser.
Security and Privacy	external users access applications NOT the company network.