

SUCCESS STORY

NC ADVISORY AB,
NORDIC CAPITAL

ALWAYS-ON EMAIL AND CALENDAR

NC Advisory AB, Nordic Capital finds long-term value in Smartner's Always-On Mail software and SonyEricsson P900 and P910 devices

OVERVIEW

Nordic Capital is one of the leading private equity investment firms in the Nordic region. Since its foundation in 1989, Nordic Capital has acquired over 50 companies.

The members of Nordic Capital's executive team are constantly travelling and they are in long meetings all over the world but primarily the Nordic region. They receive via email mission critical information that is very crucial for their business decisions. Therefore, being always connected is a necessity.

SITUATION

"As an IT department, email and security are one of the main areas we are currently investing on because email is the main communication tool for our people and since it carries mission critical information, it has to be very secure," says David J IT Director at Nordic Capital.

From the nature of the business, a capital investor must keep up to date with the latest changes in the market no matter where he or she is located. Therefore, a mobile email solution is a natural choice. "We actually had a request for mobile email from a partner and quickly started looking at different options," says David. "We immediately realised that such a solution would not only be of convenience for our people but it would also have a potential for improving the efficiency of work and speed up decision making."

SOLUTION

Nordic Capital reviewed different alternatives for mobile email. They reviewed the Blackberry device, Extended System's solution and reviewed and tested Smartner Always-On Mail. They choose Smartner for these reasons:

- 1) Smartner's solution is device independent enabling partners, directors and investment professionals at Nordic Capital to use the mobile device of their choice. It also enables the IT department to support a variety of mobile devices with the same mobile email solution.
- 2) The underlying real-time push technology of Smartner's solution enables fast access to the information with no delays unlike a sync-based solution.
- 3) Ease of Installation. David mentions that "it took only a few hours, for Smartner Always-On Mail Enterprise Edition to set up, including helping users with the installation of the client on SonyEricsson P900 and P910 phones."
- 4) Product philosophy and roadmap. "We don't necessarily go for the cheapest solution - we want to have the best one for our people which brings most value in long term. Smartner Always-On Mail has a good roadmap for further development which ensures that our IT investment is future proof," he concludes.

SMARTNER DUALITY REFERENCE CUSTOMERS

BUSINESS BENEFITS

- * Maximises the effectiveness of mobile workers by giving them access to the latest information at all times, wherever they are.
- * Accelerates response to customers and changing business conditions.
- * Ease of use saves users time – helping them stay focused on the job, not the technology.
- * Saves IT resources by minimizing the need for training utilizing familiar user interface and functions.

COST MANAGEMENT BENEFITS

- * Very low total cost of ownership.
- * Fast, easy enterprise deployment - typically two hours.
- * Reduced travel costs to serve customers.
- * Enhanced security for business data.
- * No downtime with remote management of mobile devices.
- * No need to change corporate systems, networks and firewalls.
- * Future-proof. Add applications as needed.

Enterprise Customers

Over 85 000 enterprise users such as:

- L'Oreal
- Saiwa, Danone Group
- CIBC
- Warner Bros
- Schering
- MCI
- ManPower
- The Banks Group
- Page
- Trafigure
- MC Cables
- Brook Street
- Balfour Beatty
- Imagistics
- BMG
- Toyota Europe
- Moorfields Eye Hospital (NHS)

Licensee Customers

- Nokia
- Ericsson
- SonyEricsson
- O2
- Telefonica
- ELPD
- Batelco
- Elisa
- Fujitsu
- Manx Telecom
- EPlus
- Sony Ericsson
- Starhub
- Swisscom Mobile
- Vodafone Italy
- Vodafone Ireland
- SMart
- DNA Finland

ABOUT SMARTNER

Smartner delivers solutions that mobilise your desktop. A European market leader, Smartner offers an open standards solution for always-on mobile email to large, middle size and small enterprises as well as individual users. Over 85 000 customers in several hundred enterprises now rely on Smartner's mobile solutions to increase their productivity and customer responsiveness. Our goal is to further expand the range and possibility of mobile communications across the globe with intelligent and user-friendly solutions. Smartner is partnered with world class companies including IBM, Microsoft, HP, Sony Ericsson, Symbian, Nokia, Sun Microsystems, Palm Source and Oracle.