



#### CUSTOMER:

Desert Schools Federal Credit Union (Desert Schools)

#### INDUSTRY:

Banking

#### LOCATION:

United States

#### CHALLENGE:

Desert Schools needed an affordable mobile device management solution that could be quickly deployed to secure newly purchased mobile devices.

#### SOLUTION:

MaaS360 by Fiberlink provides the visibility, agility and automated controls to easily manage all iPhones and iPads from a single, web-based console.

#### RESULTS:

- Efficient mobile application management, resulting in 92% time savings for IT
- 50% cost savings through the transfer of device management responsibilities from Level 2 Engineers to service desk employees
- Rapid deployment in the cloud - from signed agreement to device enrollment in a single afternoon
- Centralized control to ensure device and network security
- Mobile Intelligence to support audit and governance requirements

### The Challenge: Need to Quickly Secure and Manage Expanding Device Landscape, which Includes iPads and iPhones

Desert Schools is Arizona's largest credit union with \$3 billion in assets, 370,000 members and more than 50 locations. As a not-for-profit cooperative, Desert Schools has been serving members for more than 70 years with stellar service, innovative products, community outreach and education.

When its mobile device landscape began changing from BlackBerry-only to incorporate iPhones and iPads, Desert Schools' IT department realized it needed a way to manage and secure the new devices. Without a comprehensive mobile device management (MDM) solution, allowing iPhones and iPads to access the corporate network and email server would put sensitive credit union

“With MaaS360’s simplicity, we reduced the time to enroll devices from two hours to ten minutes. We’ve not only cut device set up time by 92%, but we’re also able to assign such MDM tasks to our service desk employees, cutting resource costs by 50%.”

- Marty Rios, Director,  
Enterprise Services,  
Desert Schools Federal Credit Union

and customer information at risk. Desert Schools began the search for a solution that would support all device types and operating systems and provide the same level of functionality and security offered by their BlackBerry Enterprise Server.

“While we wanted the security of the BlackBerry Enterprise Server, we also needed a solution that was easier to use and more intuitive,” said Marty Rios, Director, Enterprise Services. “It took one of our Level 2 Engineers about two hours to enroll a single BlackBerry. We didn’t want to have the same experience with the iPhones and iPads.”

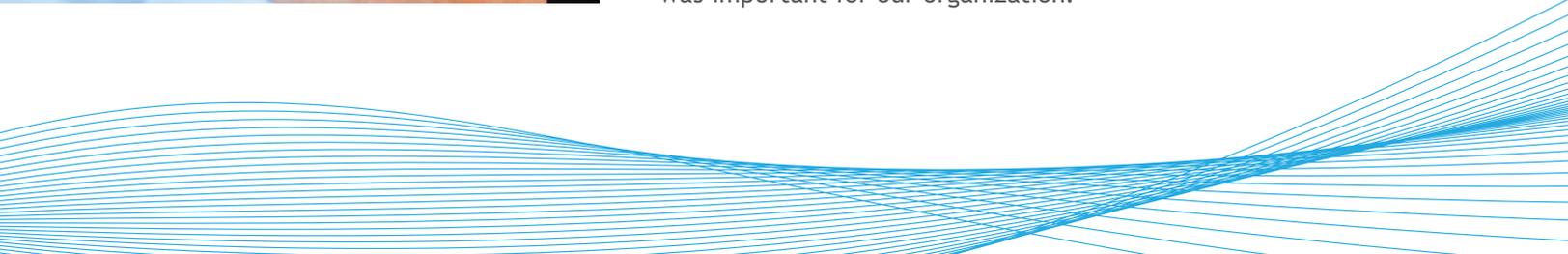
### The Solution: MaaS360 for Mobile Device Management, Deployed in a Single Afternoon

Marty and his team began the search for an MDM solution with four key criteria in mind:

- Manage devices as securely as they were able to manage the BlackBerry devices
- Wipe lost, misplaced and stolen devices
- Require passcodes on all devices
- Manage the devices remotely

An online search and consideration of many user reviews led the team to evaluate five vendors: Airwatch, BoxTone, MaaS360, MobileIron and Sophos.

“MaaS360 really stood out for us because the solution not only met all of our selection criteria, but it was also offered in a cloud model – offering dramatic cost and time savings. We hadn’t defined a specific budget for this project; we just needed the devices managed, and we needed it done right away. The other solutions required investing \$21,000 up front in infrastructure. We could get started with MaaS360 at nearly 75% lower costs - that was important for our organization.”



Once Desert Schools decided on MaaS360, Marty received the agreement, signed and returned it to Fiberlink, and had MaaS360 operational and enrolling devices by that afternoon. Desert Schools was able to jumpstart its MDM program 13 times faster than it could have with alternative solutions, which would have required around two weeks to get up and running.

Marty and his team currently use MaaS360 to manage and secure iPhones and iPads, used by employees in various departments, including executive management, IT and branch management. As employees become eligible for a device upgrade, many are selecting iPhones instead of BlackBerry smartphones, so the number of devices managed through MaaS360 continues to grow.

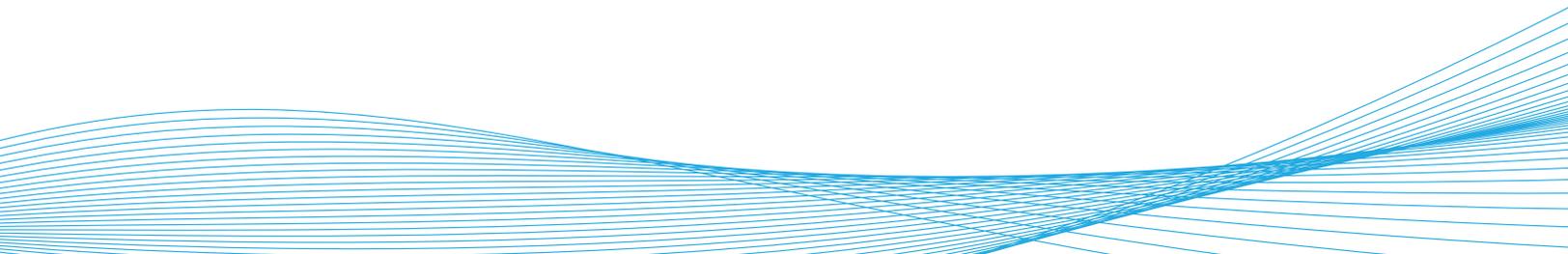


### The Benefits: Simple Device Management and Security, with 92% Time Savings and 50% Cost Savings for IT

Today, MaaS360's web-based management console provides Desert Schools with complete control over and visibility into the organization's iPads and iPhones. New devices are enrolled in approximately 10 minutes. Marty and his team can track and report on device activity and locations in real time.

Desert Schools uses MaaS360 not only to remotely manage, troubleshoot and secure all iPhones and iPads, but also to remediate risk in the event that a device is lost or stolen. The ability to instantly locate a lost device and wipe confidential information ensures IT has the visibility and control it needs.

While Desert Schools is not currently restricting any apps or device usage, Marty feels it is important that they have the option to do so should any network vulnerabilities be detected as a result of such applications. "Right now, our policy is open, but if we





decide to restrict access in the future, MaaS360 allows us to do so instantly and remotely.”

MaaS360 Mobile Intelligence delivers an interactive summary of Desert School’s mobile device operations and compliance. To facilitate compliance with the requirements of the organization’s third-party and internal QA audits, MaaS360 analytics provide the necessary detailed hardware and software inventory reports, plus configuration, security and vulnerability details.

Finally, MaaS360’s ease of use has resulted in tremendous cost savings

and resource efficiencies for Desert School’s IT department. Marty was able to relieve the Level 2 Engineers of mobile device enrollment responsibilities so they could focus on more strategic tasks. “With MaaS360’s simplicity, we reduced the time to enroll devices from two hours to ten minutes. We’ve not only cut device set-up time by 92%, but we’re also able to assign such MDM tasks to our service desk employees, cutting resource costs by 50%.”

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