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Managed Mobility Services

Delivering Best-In-Class Mobility Solutions to the Channel

"Helping Agents Increase Their Revenue NOW Through All Things Mobility!"

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The Rise of Mobile: 11.6 Billion Mobile-Connected Devices By 2020

- By 2020, there will be 5.5 billion mobile users, representing 70 percent of the global population
- More than half a billion (563 million) mobile devices and connections were added just last year.
- By 2018, nearly 70% of all data traversing the Internet is going to be video. That is five million years of video crossing the Internet every month!
- Fast forward to 2020, Recode highlights that the number of people who own mobile phones will exceed the amount of people that have access to running water or even electricity.

Sources: Cisco and Mobile Future
http://mobilefuture.org/the-rise-of-mobile-11-6-billion-mobile-connected-devices-by-2020/
http://www.cisco.com/c/en/us/solutions/collateral/service-provider/visual-networking-index-vni/mobile-white-paper-c11-520862.html

IoT – "Internet Of Things" Market To Reach $273B By 2020

- B2B spending on IoT technologies, apps and solutions will reach ($267B) by 2020.
- "IoT managed services are central to the rise in IoT devices," said Denise Rueb, research director at Gartner. Total IoT services spending (professional, consumer and connectivity services) is on pace to reach $273 billion in 2017.
- "Services are dominated by the professional IoT-operational technology category in which providers assist businesses in designing, implementing and operating IoT systems," added Ms. Rueb.
- By 2020, 50% of IoT spending will be driven by discrete manufacturing, transportation and logistics, and utilities
- The greatest two sources of revenue growth in the IoT market will be from services and IoT applications investment.

Sources: Forbes & Gartner
https://www.forbes.com/sites/louiscolumbus/2017/01/29/internet-of-things-market-to-reach-267b-by-2020/#1aab52f1609b
http://www.gartner.com/newsroom/id/3598917

What are the trades saying about Managed Mobility Services?

With the efficiency gains and cost savings these services can deliver, organizations can potentially recoup at least the price of the service. In fact, most enterprises find that they can shave 20 to 40 percent from their mobile expenses with Managed Mobility Services.

Source – Forbes - "How To Save Time And Money With Managed Mobility Services"

https://www.forbes.com/sites/cdw/2016/08/23/how-to-save-time-and-money-with-managed-mobility-services/#4f7879a39f6e

What are the trades saying about Managed Mobility Services?

"Mobility management is rising as a chief priority for CIOs & CTOs"

More than 85 percent of IT decision-makers expect steady or increased year-over-year mobility budgets, according to a recent VDC survey

As a result, Companies will start outsourcing the management of enterprise mobility: Because IT Departments are challenged to manage increasingly sophisticated mobile technology strategies and deployments, these organizations are procuring third-party technology support through a mobile managed services model. In contrast to traditional professional services, mobile managed services facilitate broader outsourcing of the day-to-day IT operations and processes required to support mobile technology deployments.

Source – VDC Research

· In 2016, hardware related spending accounted for 33% of mobile IT budgets.

· Spending on traditional mobile support and help desk amenities, deployment and integration, as well as consulting and training accounted for 31% of budgets.

· Software and telecommunications related spending came in at 19% and 17%, respectively, according to VDC Research's analysis of mobile IT budgets.

"At a high level, moving to managed mobility services often means reducing the cost of deployment and managing the mobile environment. Third parties can reduce the complexity of managing and securing mobile deployments, while helping IT deliver the level of service they require for business critical mobility." – ***VDC Research***

Did you know???

Managed Mobility Services Market Worth 19.40 Billion USD by 2021!

Managed Mobility Services (MMS) market is expected to grow from USD 4.56 Billion in 2016 to USD 19.40 Billion by 2021, at a high Compound Annual Growth Rate (CAGR) of 33.6%.

According to a new market research report, "Managed Mobility Services"

Market by Function (Device Management, Application Management, Security Management, and Maintenance & Support), by Organization Size (SME and Enterprise), Industry Vertical, and Region - Global Forecast to 2021", published by MarketsandMarkets, the Managed Mobility Services (MMS) market is expected to grow from USD 4.56 Billion in 2016 to USD 19.40 Billion by 2021, at a high Compound Annual Growth Rate (CAGR) of 33.6%.

Source: http://www.prnewswire.com/news-releases/managedmobility-services-market-worth-1940-billion-usd-by-2021-576379241.html - PRNewswire/MarketsandMarkets

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The Way Most IT People Feel When It Comes To Managing Mobile Devices

Why do they feel like this?

Ask them…

They'll tell you…

- It takes up too much of their time
- It's always changing which causes confusion and ends up stressing them out
- It leads to uncontrollable cost, lack of efficiency and control
- Data Overage/Data usage going through the roof, International usage, time being spent on help desk/support issues, ordering & provisioning mobile devices

Due to this challenge and goal to reduce cost and gain efficiency in mobility…

Why not be a hero and make $$$ by alleviating their pain, giving them more time, giving them more control/visibility and saving them money!

Introducing Wireless Watchdogs

Wireless Watchdogs is a "Solution Driven" mobility management company that takes the complexity out of all things mobile. Specializing in *"creating a revenue stream out of a current expense"* and making life simple for all our clients with our "All Mobility Managed" Solutions.

What are our value propositions?

Simplified Mobile Management which includes: Cost Savings, Mobile Policy, Mobile Security, Device Usage Control, Decision Support, Reporting/Analytics, Device Procurement & Provisioning, MDM Management, IoT, Increased Labor Efficiency through our Unlimited Mobile End User Support Desk & IT Smile Generator…

We put all mobility in to a "box" and take it off their desk!

Wireless Watchdogs – What services do we offer?

MMS: Managed Mobility Services, which include:

- Wireless Optimization *(paying the right cost, for the right amount of services)*
- Reporting & Analytics *(see who's doing what, when, where and how with your mobile assets)*
- Unlimited Mobile Support Desk (alleviating internal labor hours by managing the everyday tasks of end users mobile devices)

Global MDM & MDM Managed Services:

(We manage ALL MDM providers: Airwatch, MobileIron, Maas360, SOTI, etc…)

- This service makes it simple and efficient to procure, deploy and manage an MDM solution to its full potential *(Cost, Reporting & 24/7 Unlimited MDM Support...Managed!)*
- Clients already have MDM? Its okay, we'll manage it for them!

➢ *Statistics show that it takes 2 full time employees per every 1,000 devices to manage a monthly MDM environment internally!* ***– Source – Bluehill Research – Hyoun Park***

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Wireless Watchdogs – What services do we offer? (CONT.)

Global IoT "Internet of Things" Managed Services with Wireless Watchdogs Connect:

The Internet of Things (IoT) links together networks, devices, and data. It helps you learn more about the things vital to every level of your business. Wireless Watchdogs Connect provides customized scalable IoT solutions that will make managing your business easier than ever. Wireless Watchdogs Connect can help you find the IoT and M2M solutions you need to get your business to market quickly and keep it running smoothly.

With Wireless Watchdogs Connect, connectivity is just the beginning:

- IoT Managed Services –Managed solutions for M2M & IoT projects
- ELD (Electronic Logging Devices) The ELD Mandate has arrived and time is running out! Wireless Watchdogs Connect can help you get compliant and more, with comprehensive fleet management solutions

IoT Summary:

- We customize plans specifically for each business and create proposals which include savings and other efficiency benefits
- Secure and scalable infrastructure for hosting IoT solutions
- Wireless data connectivity for your IoT modules
- We assign a dedicated customer success rep to every account and manage all IoT services for you

Wireless Watchdogs – The Aspirin for Managed Mobility

What's our Competitive Advantage?

WWD starts with a complimentary analysis, we guarantee to save our clients more then what we charge, if not we refund them the difference! We proactively optimize their wireless invoices, so client only pays for what they use, we provide monthly accountability/visibility/cost allocation reports and we provide unlimited mobile end user support. **We put all mobility in to a "box" and take it off their desk!**

What types of businesses do you usually work with?

- All industries as long as they have a **minimum of 50+** corporate mobile devices

Typical Savings

$10-$20 Per Device / Per Month

Helping create a revenue stream out of a current expense!

Do you have a Mobile Strategist?

- We work with all carriers: AT&T, Sprint, T-Mobile, Verizon, Bell Mobility, Rogers, Telus **(We resell data!!!)**
- Mobile Policy
- Mobile Contract Negotiations
- Carrier Comparisons
- Mobile Rate Plan Optimization
- Mobile Analytics/ Reporting
- Cost Allocation
- Mobility Task & Labor Efficiencies (Unlimited End User Mobile Support Desk)
- International Roaming Challenges & Cost Reduction
- Mobile Recycling
- MDM & MDM Management (additional cost)
- Mobile Device Deployment – **Kitting & Provisioning Management** (additional cost)
- IoT – “Internet of Things” – Consulting, Procurement, Deployment & Management (additional cost)

What Sets Us Apart From The Rest?

- We take on accounts with as little as 50+ mobile *devices…our competitors have a minimum of 200+ devices!*
- We guarantee to save our clients more than what we charge, if not we refund them the difference
- We manage MDM and IoT
- We pay residual on data consumption if the client uses our Wireless Watchdogs Connect Data Solution
- We proactively optimize their wireless invoices before they come out so the client only pays for what they use (Verizon & Sprint) – Monthly on AT&T and T-Mobile
- We provide monthly accountability/visibility/ cost allocation and data analytic reports
- We provide unlimited mobile end user support for core business efficiency and employee labor offset

Questions to ask your client?

- IF YOU HAD A BOX ON YOUR DESK AND YOU COULD THROW ANYTHING RELATED TO MANAGING MOBILITY IN THAT BOX TO ALLEVIATE TIME/ STRESS…WHAT WOULD YOU THROW IN TO THAT BOX?

- IF I SHOWED YOU A GUARATEED PROVEN METHOD TO REDUCE YOUR MOBILE COST BY 15-40%, PROVIDE A LABOR OFFSET AND INCREASED VISIBILITY, WITHOUT SWITCHING YOUR CELL PHONE PROVIDER OR SPENDING ANY ADDITONAL MONEY AND PROVE IT TO YOU THROUGH A 100% RISK FREE ANALYSIS…WOULD THAT PIQUE YOUR INTEREST?

- HOW MUCH TIME DO YOU AND YOUR TEAM SPEND DEALING WITH THE MOBILE DEVICES ON A DAILY BASIS? WOULD YOU BE INTERESTED IN TAKING THIS RESPONSIBILTY OFF YOUR DESK?

What's in it for you?

Simplicity: We make it simple…no learning curve. Once you introduce us, we take over from there and do all the work for you

Recognition: We all know someone who likes saving money. More importantly, people like other people who help them save money. Strengthen your relationships and get paid at the same time

Money: Monthly residual for the life of the client!

Paid residual on: Managed Mobility Services, MDM Managed Services, Special Projects/ Device Deployments…

Don’t let us tell you why Telecom Agents love us, here’s what they have to say…

I have had 9 accounts that I have worked with WWD on and they’ve all saved an average of 30% on mobility and that’s allowed my clients to reallocate some of this cost spend so that my clients could finance new telecom systems, hire new employees, improve their operations department and in fact, one of my clients saved so much money, that they were able to give end of year bonuses to their employees where they were not able to do that in the previous years. I highly recommend WWD to any agent seeking to have certainty, kindness and professionalism. And it’s nice to have a partner who really cares not only about the money but about the person as well.

- Doug Brown – President – Telecom Auditing Group, LLC

Hey John, this is Tim…I want to sincerely thank you for being a valued partner…before I worked with WWD I was working with other wireless management companies and my experience with them was that they never followed up, never paid commissions on time and didn’t really provide any outstanding value and I realized that I wanted more for my client. You guys rock!

- Tim Andrews – Telecom Agent

While I’ve been working with WWD, my clients have been sending me thank you notes for introducing them to such a stellar company who performs as they say they will. In fact, they perform above and beyond. They under promise and over deliver. I highly recommend WWD to anyone who’s trying to improve their bottom line in their company.

- Dennis Morgan – Telecom Agent

What We Do

WE ARE AN MANAGED MOBILITY SERVICES COMPANY (MMS) AND WE ENCOMPASS EVERYTHING IN REGARDS TO MOBILITY:

- POLICY DEVELOPMENT & ENFORCEMENT
- RATE PLAN OPTIMIZATION & BILLING ERROR RECOVERY
- PROCUREMENT
- UNLIMITED MOBILE SUPPORT DESK
- HIGH VISBILITY ANALYTICS/REPORTING FOR IDENTIFYING LACK OF PRODUCTIVITY ISSUES
- CARRIER COST COMPARISONS & CONTRACT NEGOTIATIONS

Monthly Bill Optimization

OPTIMIZATION: WE OPTIMIZE YOUR BILLS EVERY MONTH

- BY ANALYZING AND OPTIMIZING EVERY SINGLE MONTH BASED ON PATTERNS IN USAGE, OUR TEAM IDENTIFIES AND IMPLEMENTS THE MOST OPTIMAL BUY SO YOU ONLY PAY FOR WHAT YOU NEED EACH AND EVERY MONTH
- WE INCORPORATE REAL-TIME USAGE INFORMATION TO DELIVER A HIGHER LEVEL OF SERVICE WHEN COMPARED AGAINST OUR COMPETITION
- BECAUSE WE MANAGE ACCOUNTS FOR AROUND 350 ENTERPRISES, WE ALWAYS KNOW WHAT PLANS ARE AVAILABLE FOR EACH CARRIER. OUR INSIDE BASEBALL KNOWLEDGE ALONG WITH OUR PROPRIETARY TOOLS ALLOW US THE ABILITY TO MATCH UP THE BEST PLANS TO EACH NUMBER EACH MONTH AT THE LOWEST POSSIBLE COST OPTION AVAILABLE

Reporting & Management

OUR REPORTS ARE FAR MORE USEFUL THAN THOSE PROVIDED BY CARRIERS. THEY SIMPLIFY COMPLIANCE AND BILLING BY MAKING IT EASY TO MONITOR PRODUCTIVITY, ASSIGN COSTS AND SPOT ABUSE.

- OUR PROPRIETARY SOFTWARE GENERATES SIMPLE-TO-USE ONLINE REPORTS FOR ANALYZING PRODUCTIVITY AND USAGE, AND FOR ALLOCATING COSTS AND RECONCILING BILLS.

- IN ADDITION, WE DISTRIBUTE REPORTS VIA EMAIL TO OUR CLIENTS BASED ON THEIR SPECIFIED EMAIL DISTRIBUTION LISTS. YOU CAN FEEL CONFIDENT KNOWING THE WIRELESS WATCHDOG'S REPORTS WILL BE IN YOUR INBOX EVERY SINGLE MONTH!

Support & Services

WE BECOME YOUR SINGLE SOURCE FOR ANYTHING IN REGARDS TO MOBILITY. JUST THINK OF HAVING A HYPOTHETICAL BOX THAT YOU CAN TOSS ALL OF YOUR WIRELESS ISSUES IN AND PASS IT ALONG TO US!

- USERNAME/CRITERIA CHANGES
- MOVES, ADDS AND CHANGES
- TROUBLESHOOTING
- EQUIPMENT ORDERS (NEW ACTIVATIONS, UPGRADES AND PORTS)
- RETRIEVE CREDITS FOR BILLING ERRORS
- INTERNATIONAL PROVISIONING
- MOBILE RECYCLING
- MOBILE DEVICE MANAGEMENT

Managed Mobility Services

Delivering Best-In-Class Mobility Services to the Channel

Please email us at partners@wirelesswatchdogs.com.

A Wireless Watchdogs representative will contact you within 24 hours.

Or call us directly at (866) 522-0688.