

## **Wavelink partners with Zenprise to provide channel partners with a complete mobile device management solution**

*Continued growth of mobile devices and BYOD in the enterprise provides new management and security challenges*

**April 19, 2012** – Wavelink, a value added distributor of business IP, wireless, communication and network security and access solutions has partnered with Zenprise®, Inc. to provide their channel partners with a complete [Mobile Device Management](#) (MDM) solution.

Zenprise develops and markets enterprise mobile device management software that enables companies to manage and secure their mobile enterprise infrastructure.

Ilan Rubin, managing director, Wavelink, said, “The Zenprise offering complements Wavelink’s product strategy of offering end to end wireless network access, security and management solutions to our partners. Zenprise is the perfect fit with our existing wireless and network access and security solutions, enhancing our ability to provide total enterprise solutions using best of breed vendors.”

Rubin continued, “With the growing proliferation of mobile devices and bring-your-own-device (BYOD) in the enterprise, MDM is currently one of the hottest growth areas in the enterprise space. IDC estimates that the global mobile worker population will approach 1.2 billion in 2013. Organisations will have to face up to the challenge of how to secure and manage the billions of mobile devices used by workers while effectively protecting the entire mobile enterprise.”

While BYOD can mean reduced hardware costs to an organisation, as users pay for their own devices, these are often outweighed by greater costs of managing a range of disparate devices. Implementing a cost effective, automated MDM platform not only ensures a more secure environment, but also reduces additional management costs.

Zenprise’s award-winning MDM solution covers management of all elements in a mobile device’s lifecycle from initial configuration and provisioning to monitoring and security through to decommissioning at the end of life, which is beneficial if a device is lost or stolen.

“We are excited Wavelink has joined the Zenprise Partner Network and we are looking forward to working with the Wavelink team and its customers here in Australia,” said Ahmed Dato, Zenprise CMO. “Wavelink’s focus on quality and service is a natural fit. By adding Zenprise MobileManager and Zencloud to its product portfolio, Wavelink is now providing its customers with the leading solutions for enterprise mobility and BYOD initiatives.”

Rubin said, “From a CEO accessing corporate data on an iPad over an unprotected public wireless network, through to employees downloading consumer apps on their BYOD smartphones, MDM solutions need to ensure protection of not only the devices themselves, but the applications running on them, the data and the networks they are accessing. Zenprise’s MDM solution addresses these needs, providing end-to-end compliance for organisations.

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### **About Zenprise**

Headquartered in Silicon Valley, Zenprise is the leader in secure [mobile device management](#). Only Zenprise protects all layers of the mobile enterprise, keeping organisations secure and compliant. Zenprise [MobileManger™](#) and [Zencloud™](#) let IT say “yes” to mobile device choice while safeguarding sensitive corporate data, shielding the network from mobile threats, and maintaining compliance with regulatory and corporate policies. This gives IT peace of mind, lets executives take their businesses mobile, and makes employees productive while on the go.

Zenprise's extensive list of global customers and partners spans a cross-section of countries and vertical industries including: aerospace and defense, financial services, healthcare, oil and gas, legal, telecommunications, retail, entertainment, and federal, state and local governments.

For more information about Zenprise, please visit [www.zenprise.com](http://www.zenprise.com) or follow us on the Zenprise blog (<http://www.zenprise.com/blog>), Facebook (<http://www.facebook.com/zenprise>) and Twitter ([@zenprise\\_inc](https://twitter.com/zenprise_inc)).

### **About Wavelink**

Wavelink ([www.wavelink.com.au](http://www.wavelink.com.au)) specialises in the supply, marketing and support of a range of leading edge business IP, wireless, communication and network security and access solutions. Wavelink distributes a range of products from Zenprise, Polycom, Meru Networks, Digium, Cisco, AirTight, Nomadix and Bradford Networks. For more information please contact Wavelink on 1300 147 000.