

MICHAEL JANKOWSKI VISUAL DESIGN

# Michael Jankowski

Michael is a highly qualified Senior Level Creative Leader with over 20 years of Corporate and Agency experience.

Michael has held multiple roles including Director of Creative and Web Services, Senior Graphics Designer, User Interface Designer, Project Manager, Creative Director and Webmaster within the High-Tech, CRM, Software-as-a-Service, Internet, Healthcare, Gaming, Entertainment, and Printing industries.

Over the last 20 years Michael has held full time positions as a visual designer with multiple roles within five highly successful corporations; Accellion, Satmetrix Systems, BLUEROADS, Selectica and The Ayzenberg Group.

Michael has also worked as an independent creative consultant for many small and medium sized businesses throughout the Bay Area and beyond, delivering individual and full scale deadline-driven projects.

# Visual Design

Michael delivers original, highly successful visual solutions by combining powerful creative vision, proven branding and marketing skills, pre-press knowledge and illustrative perfection using leading Internet and current software technologies. Michael works well within a team based environment, individual contributor, project leader, or managing vendors. Michael shows specific strengths in:

- Lead Generation/Marketing Campaigns
- Corporate Brand Management
- Website Development and Maintenance
- User Interface/Experience Development
- Search Engine Optimization/Marketing (SEO/SEM)
- Tradeshow Design and Event Management
- Print and Online Advertisements
- Packaging/Point of Sale Development
- PPT and Flash Presentations
- CSS, PHP, JavaScript languages
- Mac and PC Hardware and Software
- Team Leadership and Collaboration

# Visual Satisfaction

Michael has one goal; to deliver a quality product.

Whether it's enhancing a product application or applying a fresh perspective to a company's branding, Michael takes pride in his work and is always satisfied with the end results.

Michael works well within a team-based environment, as an individual contributor, team leader or when managing outside vendors.

Give your employees a secure  
out-of-office experience

Mobile Content Management

Mobile Collaboration

Mobile File Sharing

Enterprise Security

Mobile Printing

Mobile Editing



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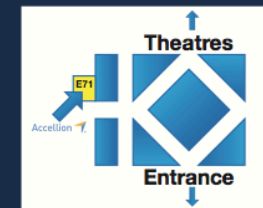
## Secure Mobile Collaboration and File Sharing

- ▶ Choose Your Cloud: Private or On-Premise
- ▶ Integrated Document Editor
- ▶ Mobilize SharePoint/ECM Content

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### Top 10 Reasons Enterprises Select Accellion Secure Mobile File Sharing Solutions to Solve Their Dropbox Problem

Read the List at:

[www.accellion.com/top-10-reasons-enterprise](http://www.accellion.com/top-10-reasons-enterprise)



#### Accellion Secure Mobile File Sharing Solutions

Without an officially supported alternative for secure file sharing, users will often overlook security and compliance in favor of getting the job done.

Ensure secure anytime, anywhere file access for your workforce with Accellion's enterprise-class secure mobile file sharing solutions.

Accellion  Share Securely.

To learn more, or to sign up for a free trial, visit: [www.accellion.com](http://www.accellion.com)

# ACCIDENTS HAPPEN SECURE YOUR FILES




**Lost and stolen mobile devices put information at risk.**

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**Because accidents happen....**

Learn about the 10 mobile security requirements you need to look for to address BYOD in your organization.

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## Accellion

To learn more, or to sign up for a free trial, visit: [www.accellion.com](http://www.accellion.com)



**The World's Leading Healthcare Organizations Rely on Accellion Secure File Sharing Solutions to Protect PHI and Ensure Compliance with HIPAA and HITECH.**

If your enterprise file sharing isn't secure, neither is your confidential patient information.



**Go Mobile**

Try the Accellion Mobile App to quickly, easily and securely access and share sensitive information on your iPad, iPhone, Android or Blackberry devices.

To start your free trial of our award winning secure file sharing solution, visit us online at [www.accellion.com](http://www.accellion.com)

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Accellion  Share Securely.

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Accellion secure file sharing solutions are used by the world's leading corporations and government agencies.

Try Accellion Secure Mobile File Sharing for free: [www.accellion.com/ms-ebook-2011](http://www.accellion.com/ms-ebook-2011)

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Mobile File Sharing — Risky Business if it's Not Secure.

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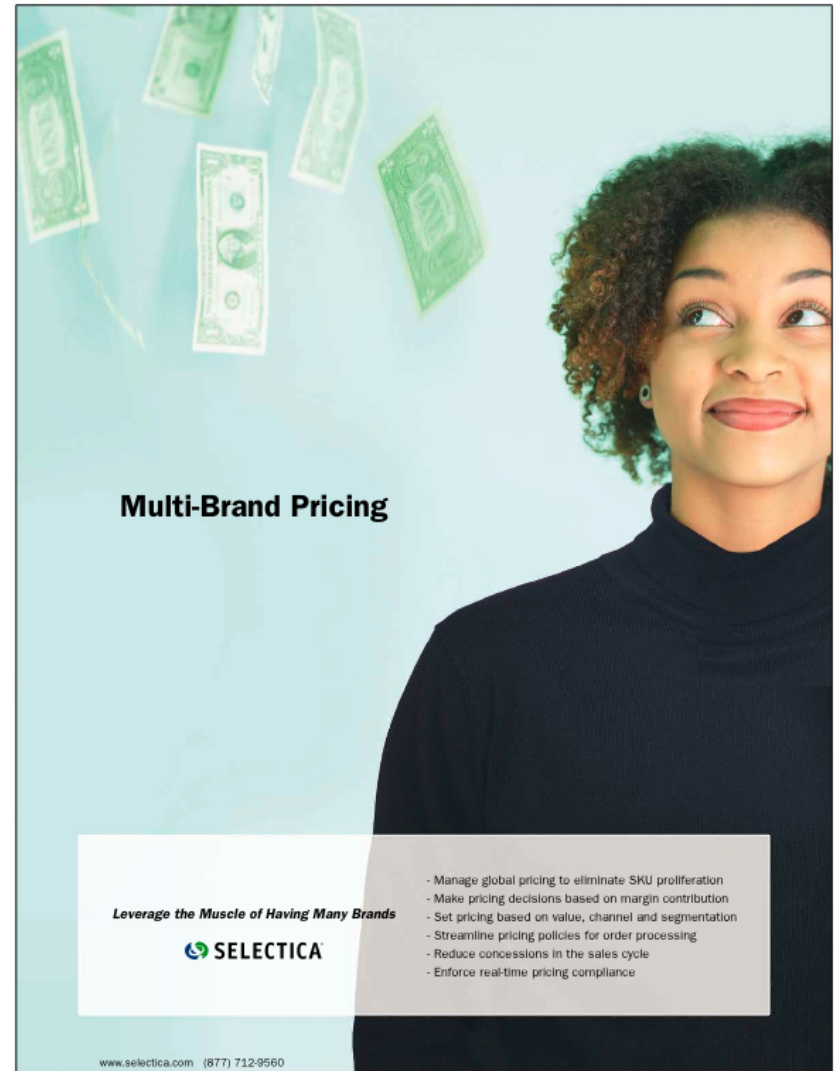
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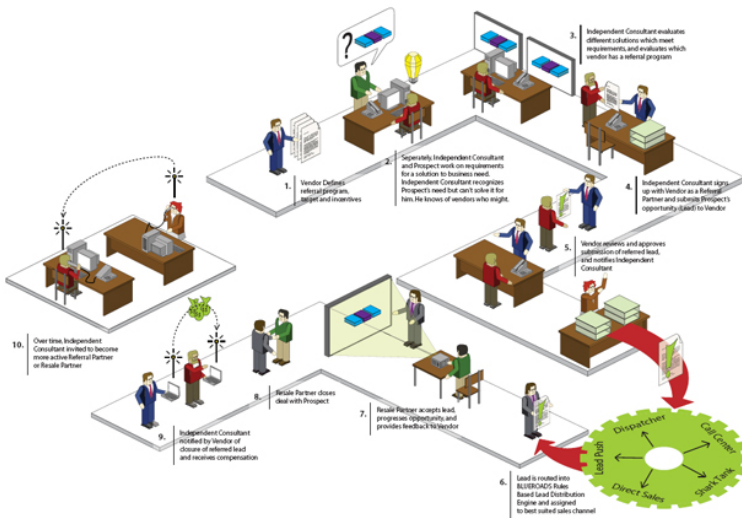
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workflows within BLUERODS allow the submission, duplicate checking, partner alignment, and compensation processes – ensuring that every opportunity is properly tracked from submission to closure and that all participating partners are compensated based on the role they play in the sales cycle.

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 1855 South Grant Street, 4th Floor San Mateo, CA 94402  
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# NOW WHAT?

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Lead Distribution - December 12, 2007 - 1PM ET

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**Model N**

Accellion  Share Securely.

## Accellion Mobile Apps

### Accellion Mobile Apps enable secure and managed access, creation, and sharing of enterprise content.

Accellion Mobile Apps make it easy to create, access, print, and share the most up-to-date corporate content anytime, anywhere. Business users can browse through workspaces and share the latest version of files from tablets and smartphones, and even create new content within a secure container to be printed on-the-go. With files always encrypted, whether at-rest on mobile devices or in-transit, business users can securely share files with internal and external stakeholders.

#### Mobile Apps

Accellion has developed easy-to-use, file-sharing apps that run natively on Apple iOS, Android, and BlackBerry platforms. The apps offer an intuitive interface to view, download, edit, save, print, upload, and share files in a secure cloud.

Within the Accellion Mobile App (currently for iOS only), the Accellion Mobile Productivity Suite offers an integrated solution that allows users to securely create, edit, view, and collaborate on Microsoft compatible Word, Excel, and PowerPoint files without having to move the data outside of Accellion's secure container. Users can create and edit content online and offline, and then upload files back to their Accellion workspace when online. Accellion Mobile Productivity Suite also includes PDF annotation features and seamlessly integrates with Accellion's other capabilities such as mobile file sharing, printing collaboration, and mobilizing SharePoint.

Accellion also provides secure mobile printing in partnership with Ricoh. End-users can print content directly and securely from Accellion Mobile Apps for iOS and Android to any corporate printer without the need for a VPN. Secure enterprise printing is enabled via an on-premise deployment of Ricoh HotSpot Enterprise, and protected via user authentication using enterprise AD/LDAP credentials. Users can securely print a variety of print formats such as Microsoft Office, PDFs and images that are created, downloaded, or edited on the device.

Accellion Mobile Apps provide secure, real-time mobile access to files stored in SharePoint 2007, 2010, or 2013 and Windows File Shares (CIFS/SMB and DFS). End-users can personally manage the sites they wish to display simply by entering the URL of the location and authenticating using Accellion Mobile App. The mobile apps also enable business users to securely access synchronized files in kiledrive™ and sync enabled workspaces.

APPS-05-0913

#### KEY BENEFITS

- Secure content creation, editing and sharing of Microsoft Word, Excel, and PowerPoint files
- Secure mobile access to SharePoint, without VPN
- Secure mobile access to enterprise content anytime, anywhere
- Restrict 3<sup>rd</sup> party apps to IT managed whitelist
- Open and upload files from e-mail and other apps

With Accellion Mobile Apps, users get real-time notifications when files are added or comments are made in a workspace, all via an intuitive interface. Users can lock and unlock files to control the editing of files in Accellion workspaces and SharePoint from mobile devices. They can do the bulk upload and download of files as well as upload files in one-click. Users can directly upload image files to Accellion from the camera and camera roll to easily and securely share via Accellion secure workspaces.



Administrators can enable Accellion Mobile Apps for a user in either View or Edit mode depending on the organization's security policy. View mode allows users to browse, view, and send files, but restricts the download of content to the mobile device. Edit mode gives users added capabilities to create, edit, save, download, and upload files.

Accellion Mobile Apps are easy to deploy. Users can download the apps from the App Store™, Google Play™ or App World™ directly, or through enterprise app stores. Once users have downloaded an app, they can simply point their mobile app to an Accellion file server, login with their credentials, and browse their workspaces to find the relevant content.

With the app, users can download, edit or create a new file, and save it within the secure container on the device. They can then upload files back to their Accellion secure cloud.

#### ACCCELLION MOBILE APPS FEATURES:

- **Create** Microsoft® compatible documents including Word, Excel, and PowerPoint (iOS).
- **Access** folders and files in the Accellion workspaces and those saved locally to the device. View over 200 different types of files.
- **Connect** to SharePoint, Windows File Shares, and other ECM systems on demand.
- **Download** files from Accellion and save locally on the mobile device in a secure container.
- **Edit** files on the device using Accellion Mobile Productivity Suite online and offline.
- **Annotate** PDFs using embedded annotation tools.
- **Open and Upload** e-mail attachments, pictures from camera, camera roll, MS Office edited documents, and files from other apps to your secure cloud.
- **Share** file links securely direct from workspaces with multiple internal and external recipients.
- **Collaborate** in real-time with colleagues and other stakeholders by posting and replying to comments on files.
- **Whitelist** applications that are allowed to open files from Accellion.
- **Server-side Preview** files securely without having to download them first.
- **Assign** roles to users as viewer, contributor or manager and give groups of mobile users Viewer or Editor access rights.
- **Configurable PIN** settings with full administrative control.
- **Bulk upload and download** multiple files in a workspace.
- **Lock and unlock** files in an Accellion workspace and in SharePoint.
- **Print** Microsoft Office, PDF, and image documents created, downloaded, or edited on the device.
- **Remote wipe** content stored in Accellion secure container of the mobile app.

#### SUPPORTED PLATFORMS

- Accellion for Apple iOS – v5.1 or later
- Accellion for Android OS – v2.2 or later
- Accellion for BlackBerry OS – v4.6 to v7

#### Mobile Apps Security with 256-bit AES Encryption

From a data security perspective, Accellion Mobile Apps provide an important benefit - ensuring the protection of intellectual property and compliance with industry and government regulations. Accellion Mobile Apps support authentication through enterprise LDAP ensuring that only authorized users gain access to workspaces.

Users can securely access files from anywhere without a VPN. Files downloaded, as well as those created on the device are encrypted while at rest with iOS 256-bit AES. Authorized users can only access local files with a user-chosen security PIN specifically associated with

an Accellion app and the mobile device. Data is also encrypted on transfer utilizing SSL for file uploads and downloads.

As with all Accellion solutions, administrators have access to workspace activity logs to ensure data security and compliance. If a phone is lost or stolen, administrators can immediately disable access to Accellion. Admins can also remotely wipe content and disable accounts for mobile access if business needs change. They have the ability to set expiration dates of files accessed through mobile devices. Administrators can also give users View or Edit mode depending on the security requirements of their organization.



Accellion  Share Securely.

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APPS-05-0913



## Datasheet

### Key Benefits

- Retain corporate as well as departmental and organizational branding via kiteworks
- Utilize single URL or multi-URL branding
- Create, copy, and edit branding templates

### Key Features

- Single and Multi-URL branding
- Create, copy, and edit branding templates
- Import and export branding templates to utilize across multiple instances of Kiteworks
- Customize look and feel of web interface login page, mobile login page, and sync preferences window

"Our board meetings have taken on a whole new level of efficiency."

Malcolm Gunn, IT Manager  
New Zealand Law Society

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## Custom Branding

Kiteworks by Accellion offers custom branding to help organizations retain their corporate look and feel across the Accellion Mobile File Sharing user interface.

Kiteworks Mobile File Sharing is used by the world's leading corporations and government agencies to enable secure anytime, anywhere access to information on public, private/on-premise and hybrid clouds, while ensuring enterprise security and compliance. Robust features allow users to access and share the latest files and folders on smartphones, tablets, laptops, and desktops.

Kiteworks Custom branding is a key feature offered by Accellion. It gives organizations the ability to customize the look and feel of their kiteworks solution with their own corporate branding. Organizations can quickly customize the web interface, mobile login page, and sync preferences window via the admin interface.

Organizations with a single corporate brand can utilize the standard custom branding. Organizations with multiple brands can utilize Multi-Branding to customize each business unit or brands' Accellion user-interface with branding tied to that entity. Using Accellion custom branding, organizations have the ability to provide a branded file sharing experience to their employees, as well as partners and customers.

### Standard Custom Branding

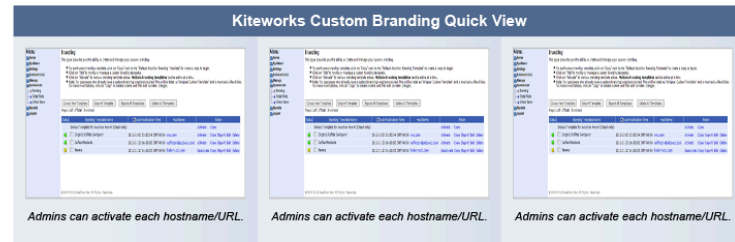
Every organization with using kiteworks Mobile File Sharing has the ability to utilize custom branding to retain their corporate brand across their kiteworks user interface. Standard custom branding gives companies the ability to customize their kiteworks web user interface, mobile login page, as well as their sync client with their corporate brand. Organizations have the ability to customize the color, global text, and image that appears on the web user interface.

### Multi-Branding

With kiteworks Multi-Branding, enterprise organizations with multiple brands or divisions can now ensure that each of their brands or entities is reflected across their kiteworks solution. Organizations can create unique custom branding at different hostnames/URLs.

For example, a large consumer products or advertising company with multiple brands can have a kiteworks server called occ.com with their corporate brand. Each business unit or division within this organization can also have their own branding at each of their URLs – coffeeproducts.occ.com, bakeryproducts.occ.com, and teas.occ.com. With Accellion Multi-Branding, when a customer or prospective client receives a secure link or invitation, they will go to the specified URL and see the logo of the entity they're dealing with, and not the larger corporation's branding.

With kiteworks Multi-Branding, while each business unit or division can have customized branding via different hostnames, the content that users see is same across all hostnames since each additional hostname/URL created points to the main kiteworks server. In the earlier example, all users are going to the kiteworks server called occ.com. However, users see different branding depending on the URL they are using - ie. coffeeproducts.occ.com and bakeryproducts.occ.com. Essentially, kiteworks Multi-Branding simply gives organizations the ability to customize the look and feel of each brand via kiteworks, while ensuring that users have access to all the information they need on the same kiteworks system.



With Accellion Multi-Branding, while each business unit or division can have customized branding via different hostnames, the content that users see is same across all hostnames since each additional hostname/URL created points to the main Accellion server. In the earlier example, all users are going to the Accellion server called occ.com. However, users see different branding depending on the URL they are using - ie. coffeeproducts.occ.com and bakeryproducts.occ.com. Essentially, Accellion Multi-Branding simply gives organizations the ability to customize the look and feel of each brand via Accellion, while ensuring that users have access to all the information they need on the same Accellion system.

### Enabling Multi-Branding

Accellion Multi-Branding makes it easy to quickly create multiple branding templates via the Accellion Admin Interface. Once a template is created, a copy can be made to create a new template, which can then be applied to any hostname. For example, a company can create a master template called occ.com and then edit the color, global text or image that appears on each new template such as bakery.occ.com. Templates can also be imported and exported to be used across different instances of Accellion.

### Utilizing Custom Branding

With Accellion Multi-Branding, organizations with multiple entities have the ability to customize the look and feel of each brand or

divisions' web user interface, mobile login page and sync preferences window, ensuring a customized experience for employees, as well as partners other stakeholders across web, mobile and desktop.

### Implementing Custom Branding

Accellion offers both standard as well as Multi-Branding. Standard custom branding is available for all Accellion product packages. Multi-Branding is available for Enterprise Mobile and Enterprise Connect File Sharing packages. For more information on Accellion custom branding, please contact Accellion sales.

With Accellion Multi-Branding, enterprise organizations with multiple brands or divisions can now ensure that each of their brands or entities is reflected across their Accellion solution. Organizations can create unique custom branding at different hostnames/URLs.

For example, a large consumer products or advertising company with multiple brands can have an Accellion server called occ.com with their corporate brand. Each business unit or division within this organization can also have their own branding at each of their URLs – coffeeproducts.occ.com, bakeryproducts.occ.com, and teas.occ.com. With Accellion Multi-Branding, when a customer or prospective client receives a secure link or invitation, they will go to the specified URL and see the logo of the entity they're dealing with, and not the larger corporation's branding.

### Related Resources



5 Best Practices for Secure Enterprise Content Mobility



BYOD File Sharing Go Private Cloud to Mitigate Data Risks



Enterprise Strategy Group: Evaluating Cloud File Sharing and Collaboration Solutions

### About Accellion

Accellion, Inc. is a well-funded, private company that provides enterprise class mobile file sharing solutions to enable secure, anytime, anywhere access to information while ensuring enterprise security and compliance. More than 12 million users and 2,000 of the world's leading corporations and government agencies use Accellion to protect intellectual property, ensure compliance, improve business productivity and reduce IT costs. Accellion file sharing solutions can be deployed in public, private and hybrid cloud environments and provide the ease-of-use business users need while giving the enterprise organization the flexibility, scalability and protection it needs.

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Phone: 650-485-4300

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Palo Alto, CA 94303

For additional successful customer deployments: [www.accellion.com/case-studies](http://www.accellion.com/case-studies)



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Case Study

## National Health Service



### Board communications streamlined at South Devon NHS Health Trust with secure information sharing via mobile devices.

#### Background

Since its launch in 1948, the NHS has grown to become the world's largest publicly funded health service, providing medical care to more than 60 million UK residents. The South Devon Health Informatics Service (SDHIS) provides IT support services to two NHS Clinical Commissioning Groups (CCGs), the South Devon Healthcare NHS Foundation Trust (SDHCT) and the Torbay and Southern Devon Health and Care NHS Trust (TASDHCT). SDHCT is responsible for running Torbay Hospital and TASDHCT is an integrated health and adult social care organization, providing community health services to 375,000 people. These two trusts between them employ approximately 8,000 staff, including district nurses, occupational therapists, and social workers, whose mission is to provide the right care at the right time across numerous community hospitals and clinics.

#### Challenge

Demands on the NHS continue to grow in a time of austerity and spending freezes. In response, the Trusts have a strategic initiative to enable new ways of working that both save money and increase productivity. They were ready to embrace the idea of mobile devices entering the workplace, if the end result truly fostered increased productivity.

"It was the release of the iPad 2 that opened the door to fundamentally changing how our employees work," said David Hayes, IT Operations Manager for SDHIS. "Suddenly, we had a device small enough for clinical staff to carry around but powerful enough to support daily computing needs. The question was: how can we provide the functionality they need, but keep it secure?"

Partnering with Bridgeway Security, the NHS Trust initially evaluated several mobile device management (MDM) solutions and ultimately selected MobileIron. The MobileIron platform allowed the Trust to effectively manage the lifecycle of mobile devices from registration through retirement, but the organization soon realized that employees were using free, consumer-based, file-sharing solutions, like Dropbox, to sync files among devices and share documents with colleagues.

"Having employees use unsecure, unapproved applications was a huge risk that did not comply with our information governance policies," said Hayes. "We needed a way for staff to easily share

important documents but with watertight security, comprehensive audit trails and files hosted on-site."

The idea of providing direct access to the network without a VPN created concerns for the security-conscious organization. The Trust again turned to Bridgeway Security; this time for recommendations on mobile file-sharing solutions. Accellion was at the top of the list, as it had already been through HPIAA accreditation. Even so, the Trust embarked on a six-month trial of Accellion to ensure the solution's encryption, authentication and overall security features would properly safeguard confidential healthcare information. The trial was a success and the Trust moved forward with a private cloud Accellion deployment.

#### Solution

Accellion immediately had a positive impact on the Trust's day-to-day operations, allowing employees to securely sync and share confidential healthcare information from mobile devices without a VPN.

#### Streamlining Board Communications

At executive board meetings, an administrator previously would prepare the agenda and meeting notes, print and bind the documents and distribute hard copies, each one as much as an inch thick. Now, the confidential content is uploaded to an Accellion workspace, where users can view, annotate and share feedback as desired – before, during or after the meeting, from any where. Plus, the most up-to-date

**"With Accellion, we've empowered users to work in different ways, in a manner that makes them more productive, and it's allowing us to shift how we deliver services – all for the better."**

David Hayes  
IT Operations Manager

document versions are easily synchronized to the board member mobile devices or computers so they can access the information whenever they need it.

"Giving people the right tools to complete work-related tasks from anywhere at any time is a game changer," said Hayes. "With Accellion, we've empowered users to work in different ways, in a manner that makes them more productive, and it's allowing us to shift how we deliver services – all for the better."

National Health Service-CS-1013

#### Improving Patient Care

Since Accellion provides the same level of security for internal and external collaborators, the Trust has also enhanced interactions with third-party agencies. For example Accellion workspaces serve as a go-to location with the Care Trusts and residential homes. Here teams can work together on individual patient cases and ongoing projects – providing a seamless way to create, edit, and finalize documents.

"Our use of Accellion is spreading through our organization like a spider's web – creating instant collaboration networks with independent providers, health care professionals, and other third-parties," said Hayes. "It is enabling a new way of working. We have senior executives who now do 95 percent of their work on an iPad, and Accellion ensures this is done in a safe and secure way."

#### SPECIFICATIONS

NHS	
Deployed Since	2013
# of users	300 Internal, Unlimited external
Custom Web Interface	Yes
Email Integration	Yes
Mobile Platforms	iOS and Android

#### BENEFITS

- Seamless integration between Accellion and the MobileIron MDM solution delivered a complete enterprise mobility solution
- Secure, real-time mobile access to needed files without a VPN
- Single, enterprise-class collaboration and synchronization functionality to replace Dropbox
- Improved productivity at executive board meetings and communications with third-party partners

#### Related Accellion Publications

##### Whitepapers

- 10 Mobile Security Requirements for the BYOD Enterprise
- Content Security for Mobile Users: One Size Does Not Fit All
- Beyond Dropbox: Requirements for Enterprise File Sharing and File Synchronization

##### Datasheets

- Accellion Mobile File Sharing Solution Overview
- Top 10 Reasons Enterprises Select Accellion

#### Company Background

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National Health Service-CS-1013

## Case Study



### National Health Service Board communications streamlined at South Devon NHS Health Trust with secure information sharing via mobile devices.

“With Accellion, we’ve empowered users to work in different ways, in a manner that makes them more productive, and it’s allowing us to shift how we deliver services – all for the better”

David Hayes  
IT Operations Manager

Since its launch in 1948, the NHS has grown to become the world’s largest publicly funded health service, providing medical care to more than 60 million UK residents. The South Devon Health Informatics Service (SDHIS) provides IT support services to two Clinical Commissioning Groups (CCGs), South Devon Healthcare NHS Foundation Trust (SDHCT) and Torbay and Southern Devon Health and Care NHS Trust (T&SDHCT). SDHCT is responsible for running Torbay Hospital whilst T&SDHCT is an integrated health and adult social care organization, providing community health services to 375,000 people. These two trusts between them employ approximately 6,000 staff, including district nurses, occupational therapists, and social workers, whose mission is to provide the right care at the right time across numerous community hospitals and clinics.

#### Challenge

Demands on the NHS continue to grow in a time of austerity and spending freezes. In response, the Trusts have a strategic initiative to enable new ways of working that both save money and increase productivity. They were ready to embrace the idea of mobile devices entering the workplace, if the end result truly fostered increased productivity.

“Following failed attempts with COWs (Computers On Wheels) and some early tablets, it was the release of the iPad 2 that opened the door to fundamentally changing how our employees work,” said David Hayes, IT Operations Manager for SDHIS. “Suddenly, we had a device small enough for clinical staff to carry around but powerful enough to support daily computing needs. The question was: how can we provide the functionality they need, but keep it secure?”

Partnering with Bridgeway Security, the NHS Trust initially evaluated several mobile device management (MDM) solutions and ultimately selected MobileIron. The MobileIron platform allowed the Trust to effectively manage the lifecycle of mobile devices from registration through retirement, but the organization soon realized that employees were using free, consumer-based, file-sharing solutions, like Dropbox, to sync files among devices and share documents with colleagues.

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+1 650-485-4300 | [accellion.com](http://accellion.com)



#### Quick Facts - South Devon NHS Health Trust



Deployed Since  
**2013**



Number of Users  
**300 internal**  
unlimited external



Custom Web Interface  
**Yes**



Email Integration  
**Yes**



Mobile Platforms  
iOS and  
Android



Seamless integration between Accellion and the MobileIron MDM solution delivered a complete enterprise mobility solution



Single, enterprise-class collaboration and synchronization functionality to replace Dropbox



Improved productivity at executive board meetings and communications with third-party partners

“Having employees use unsecure, unapproved applications was a huge risk that did not comply with our information governance policies,” said Hayes. “We needed a way for staff to easily share important documents but with watertight security, comprehensive audit trails and files hosted on-site.”

The idea of providing direct access to the network without a VPN created concerns for the security-conscious organization. The Trust again turned to Bridgeway Security, this time for recommendations on mobile file-sharing solutions. Accellion was at the top of the list, as it had already been through HIPAA accreditation. Even so, the Trust embarked on a six-month trial of Accellion to ensure the product’s encryption, authentication and overall security features would properly safeguard confidential healthcare information. The trial was a success and the Trust moved forward with a private cloud Accellion deployment.

#### Solution

Accellion immediately had a positive impact on the Trust’s day-to-day operations, allowing employees to securely sync and share content from mobile devices without a VPN.

#### Streamlining Board Communications

At executive board meetings, an administrator previously would prepare the agenda and meeting notes, print and bind the documents and distribute hard copies, each one as much as an inch

thick. Now, the content is uploaded to an Accellion workspace, enabling users to view, annotate and share feedback as desired – before, during or after the meeting, from any location. Plus, the most up-to-date versions are easily synchronized to the devices of their choosing so they can access the information whenever they need it.

“Giving people the right tools to complete work-related tasks from anywhere at any time is a game changer,” said Hayes. “With Accellion, we’ve empowered users to work in different ways, in a manner that makes them more productive, and it’s allowing us to shift how we deliver services – all for the better.”

#### Improving Patient Care

Since Accellion provides the same level of security for internal and external collaborators, the Trust has also enhanced interactions with third-party agencies. For example Accellion workspaces serve as a go-to location with the Care Trusts and residential homes. Here teams can work together on individual patient cases and ongoing projects – providing a seamless way to create, edit, and finalize documents.

“Our use of Accellion is spreading through our organization like a spider’s web – creating instant collaboration networks with independent providers, health care professionals, and other third-parties,” said Hayes. “IT is enabling a new way of working. We have senior executives who now do 95 percent of their work on an iPad, and Accellion ensures this is done in a safe and secure way.”

#### Related Resources



5 Best Practices for Secure Enterprise Content Mobility



BYOD File Sharing Go Private Cloud to Mitigate Data Risks



Enterprise Strategy Group: Evaluating Cloud File Sharing and Collaboration Solutions

#### About Accellion

Accellion, Inc. is a well-funded, private company that provides enterprise class mobile file sharing solutions to enable secure, anytime, anywhere access to information while ensuring enterprise security and compliance. More than 12 million users and 2,000 of the world’s leading corporations and government agencies use Accellion to protect intellectual property, ensure compliance, improve business productivity and reduce IT costs. Accellion file sharing solutions can be deployed in public, private and hybrid cloud environments and provide the ease-of-use business users need while giving the enterprise organization the flexibility, scalability and protection it needs.

Email: [sales@accellion.com](mailto:sales@accellion.com)  
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For additional successful deployments: [www.accellion.com/case-studies](http://www.accellion.com/case-studies)



## Content Security for Mobile Users: One Size Does Not Fit All

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MobileContentSecurity#13-4p

Once you have identified the mobile security requirements for the various roles and types of content found in your organization, it's time to look for a MCM solution that offers the security features to meet these requirements.

Look for a solution that provides the following:

- **Flexible Content Security**
  - Access controls that administrators can adjust for various content types (for example, folder- or directory-based controls, so that certain types of content are limited to certain users).
  - Centralized content administration, including controls for restricting access to content on mobile devices.
  - Enterprise-grade encryption of content both in transit and at rest.
  - Security controls for remote access and editing of popular file types, such as Microsoft Office documents.
  - Remote wipe and other mechanisms to limit or prevent access to content stored on personal devices, in the event a content infraction or data leak is detected.
- **Flexible Role Security**
  - Access rights and other security controls that can be assigned to groups of users, providing role-based security.
  - Default security configurations that take into account the degree of mobility inherent in specific roles (for example, if sales people spend most of their time on the road and in public venues such as airports, set time-outs on their mobile devices so that unattended devices do not inadvertently expose confidential content).
  - "Good Sense" delegation of responsibility – allow content owners and managers the flexibility to grant access to content, based on their knowledge of the content and the role of the grantee.
- **Mobile Security That Fully Leverages Existing Infrastructure**
  - Mobile integration with directory services such as LDAP and AD, and single sign-on technologies such as SAML and KERBEROS.
  - Support for popular ECM systems such as Microsoft SharePoint, enabling mobile workers to directly access the "Document of Record" based on their assigned access privileges.
  - Support for Data Loss Prevention (DLP) services, so that mobile file sharing adheres to existing DLP policies.

### Conclusion

The best solution for mobile content security is to be strict where necessary and lenient elsewhere, ensuring that confidential data is far less likely to be put at risk. Rather than invest in monolithic security solutions and enforce security policies that treat all mobile users alike, IT organizations would do better to recognize the diversity of employee roles and requirements, and to tailor mobile security measures to address this diversity, applying strictness and leniency in the most effective way possible.





Whitepaper



## Content Security for Mobile Users: One Size Does Not Fit All

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Accellion

An Accellion Whitepaper - Content Security for Mobile Users: One Size Does Not Fit All

7

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"Our board meetings have taken employees use unsecure, unapproved applications was a huge risk that did not comply with our information governance policies"

Malcolm Gunn, IT Manager  
New Zealand Law Society

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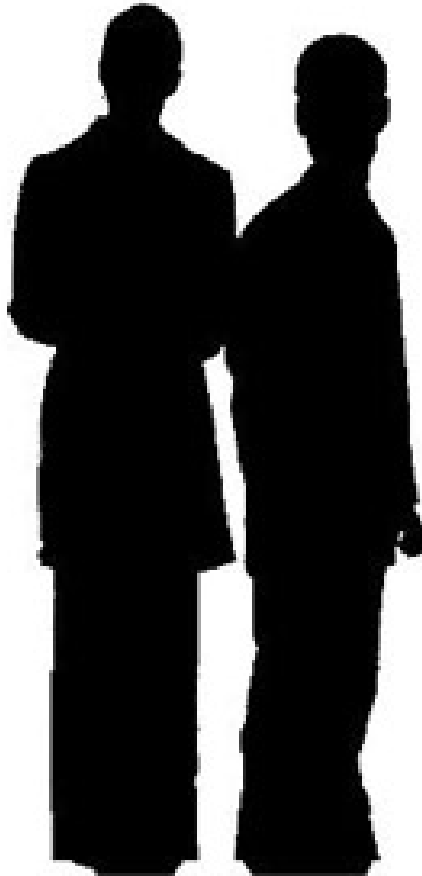
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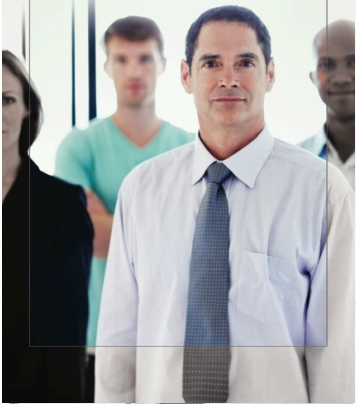
Accellion



Accellion  Share Securely.

## Secure Enterprise File Sharing

- Secure Mobile Access
- Protect Enterprise Data
- Demonstrate Compliance
- Multiple Deployment Options



Accellion 

## Secure External Content Collaboration


*with Private Cloud*

- Leave patient data in existing repositories
- Enable secure collaboration with business affiliates
- Improve regulatory compliance (HIPAA, FDA, GxP)

Seattle Children's KAISER PERMANENTE Health Plans St. Louis Children's Hospital

Genentech PAREXEL Lee Pfizer

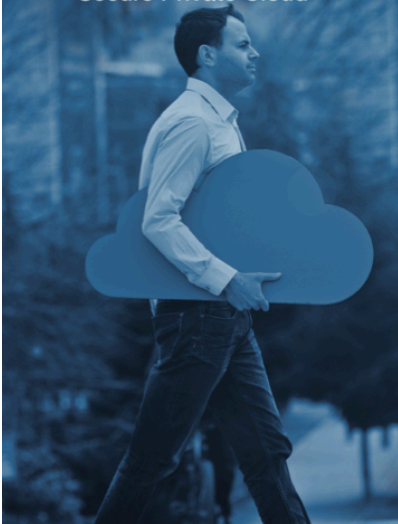


Accellion 

## External Content Collaboration

*Leave Content Where it Lives*

- Extend Legacy Content Systems
- No Migrations Needed
- Secure Private Cloud



# Brand Management

PANEL A - LEFT

Don't let mobile devices put information at risk.

PANEL A - RIGHT

## Secure Mobile File Sharing

- Secure Mobile Access - No VPN
- Securely Create, Edit, Share Files
- Protect Enterprise Data
- Demonstrate Compliance
- Mobilize SharePoint and ECMs
- Private Cloud Deployment



PANEL B - PEDESTAL



RENDERED BOOTH



## Secure Mobile Collaboration and File Sharing

### *Universal Access to Enterprise Content*

- ▶ Private Cloud Deployment
- ▶ Enable Mobile Productivity
- ▶ Three-Tier Modular Architecture
- ▶ Demonstrate Compliance
- ▶ Protect Enterprise Data
- ▶ Support Secure BYOD

Work wherever the wind takes you™





## Partner Opportunity Management

Providing Vendors With End-to-End Opportunity Visibility.  
Providing Partners With The Tools They Need To Succeed.



*"BLUEROADS provides channel visibility back to the OEM that other approaches do not. For the first time, OEM's and distributors have a reliable way to proactively see into the activities of their channels rather than simply waiting for results at the end of the quarter."*

*Debi Pombrint, Beige Research*

### Partner Opportunity Management - On Demand

The BLUEROADS Partner Opportunity Management System is deployed as a Software-as-a-Service offering and implemented by a team of professional channel enablement specialists. BLUEROADS provides instant time-to-value for medium and large enterprises that rely on complex partner channels for distribution.

**Sales Management**  
BLUEROADS Sales Management helps vendors identify more sales opportunities, bring new insights into those opportunities, and gain visibility into the performance of all channel partners. BLUEROADS also helps vendors identify bottlenecks in their channel sales process and better empower their partners.

**Lead Management**  
BLUEROADS Lead Management ensures that every sales lead is delivered to the ideal partner every time. It automatically routes the lead generation to customer contact phase, helping partners lead competitors to sales processes emerging in the sales cycle. BLUEROADS Lead Management also improves contact feedback, and improves sales and provides lead ROI analysis through Point-of-Sale and marketing integration.

**Contract Renewal Management**  
BLUEROADS Contract Renewal Management ensures that every maintenance and support contract is renewed on schedule by the right partner. BLUEROADS notified base sales opportunities through contract renewals, increases renewal rates and speeds up partner administration.

**Deal Registration Management**  
BLUEROADS Deal Registration Management helps foster an environment of partner self-sufficiency, rewards successful sales and marketing partners to drive pipeline information through a combination of incentives and deal protection. Deal registration programs also allows vendors a formal approval cycle and the ability to better align partner and program incentives with their market strategy.

*"The BLUEROADS system provides both sides of the vendor-channel partner continuum with valuable information about which leads are appropriate and why (and where) certain ones bottleneck in the process."*

*Heather Clancy, CRM*

**Reducing Channel Conflict, Building Pipeline Visibility, and Protecting Margins**  
Motivating partners to engage in their own lead generation activities and having them share details of these opportunities has proven difficult for many vendors. Too many partners still harbor a sense of distrust and secrecy with their pipeline information out of fear that sharing these details could result in the direct sales team (or even another partner) swooping in and stealing the deal. It is ironic that partners without details of the opportunities they are working on from vendors – the very people who could use this information to strategize the actions of other channel players and eliminate the very conflict they fear!

Deal registration programs eliminate many of the barriers that impede a partner's success. BLUEROADS is built on deep channel experience and best practices that effectively align partner priorities with vendor interests and reward partners for their proactive behavior and disclosure. Deal registration programs with BLUEROADS also introduce a formal vendor approval cycle, and deliver complete insight into every opportunity within the pipeline, so revenue from channel partners has high predictability.

In return for their sharing of information, partners who participate in deal registration programs are rewarded with exclusivity and occasionally financial incentives as they manage leads and keep them on track. This allows partners to pursue the opportunity while maximizing margins and preventing the too common "leaves-it-up-in-the-air" competition that can derail the hard work of aligned partners. BLUEROADS coordinates these efforts to reduce conflicts, while building stronger partner and customer relationships for everyone.

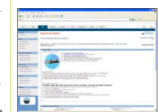
### Leadership in the Sales Cycle

The nature of channel sales has changed dramatically in recent years. Multiple partners may be engaged in a complex "solution sale" that involves many different vendors. Increasingly, "talent-type" partners are influential in the sales process. Competitive partners may even work together, collaborating towards a common objective. The opportunity to embrace these trends and use them to competitive advantages further reinforces the urgency of transitioning from partner administration to Partner Opportunity Management.

BLUEROADS connects a vendor's channel sales team directly with the partner to sales staff. It guides everyone



BLUEROADS helps partners to become their own best source for sales leads and rewards them for their alignment with vendor priorities.



BLUEROADS provides guided selling and continuously relevant sales support to partners throughout the sales process.

business sales success by proactively prompting partners with guided selling tools, and delivering information that helps to shorten sales cycles. This structured selling environment allows vendors the opportunity to implement a standardized selling methodology across their channel.

BLUEROADS also provides individual partner performance analysis – helping to identify the most important partners and the most contributors. Because this means evaluating partners on more than just their revenue contribution, it allows vendors to evaluate partners based on a larger picture, and separate the characteristics that contribute to success across other partner organizations.



Partner Opportunity Management

*"The BLUEROADS system provides both sides of the vendor-channel partner continuum with valuable information about which leads are appropriate and why (and where) certain ones bottleneck in the process."*

*Scott Taylor, CRM*

### Reducing Channel Conflict, Building Pipeline Visibility, and Protecting Margins

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### Improving Channel Pipeline Profitability

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Partner Opportunity Management



“We chose IntraServe Systems because of their commitment and dedication to providing the highest-level of customer support. Their deep understanding of Sun Systems and how they play into our overall IT infrastructure was critical to the on-going success of our organization. After 12 months of continuous operation with the help of IntraServe, it's clear that we partnered with right company.”

Alex Rubin, CEO, i3f.com

#### IT Challenges

In this era of uncertain budgets and changing project priorities, information technology executives require hardware and software support alternatives that reduce operating costs, guarantee networked systems availability and ensure an IT competitive advantage.

#### IntraServe Systems Value

IntraServe delivers comprehensive systems service within your unique budget, operating and technical requirements. Relying on IntraServe Systems to tackle the daily challenges of servicing and maintaining your IT infrastructure saves you with more time and money to build core competencies and focus directly on the critical business issues at hand. Working together, we can help you lower your total cost of ownership by taking IT management to increasing levels of functionality, performance, and business value.

#### Economical Systems Services

To enhance the visibility of your Unix systems infrastructure, IntraServe assigns highly qualified hardware and software support experts, access inventories of the best priced quality tested infrastructure components, maintains client IT environment profiles, tracks maintenance or migration projects and implements network operations monitoring tools. Your IntraServe account team has the capability, competencies, and trusted advice you need to enhance cross function application performance of your IT infrastructure.

#### Reliable Network Performance

To maintain the highest level of customer satisfaction, IntraServe Systems offers a complete portfolio of solution development, systems integration, and network management or maintenance services. We recruit and partner with only top talent. IntraServe trained advisors have the expertise and motivation to provide rapid and reliable support required to maximize the performance of your application infrastructure.

#### Scalable Infrastructure Support

IntraServe gives you the flexibility to effectively manage the return on your systems investments. Depending on your needs to buy, sell, lease, administer, repair or develop Internet applications for your workstation, server, or storage technology, IntraServe Systems can help you manage your enterprise systems with greater efficiency and agility.



#### Economical Systems Service

IntraServe Systems offers a comprehensive support services program with four levels of support for Sun™ and SGI™ maintenance. The support levels range from self-maintenance support to mission-critical 24/7, anytime support. IntraServe offers a level of support that best meets your business needs and budget.

##### Tier 1 - Mission-Critical Support

Tier 1 is designed specifically for 24/7/365 mission-critical environments. When your business-critical systems require proactive attention and the fastest problem resolution available, IntraServe Tier 1 is for you. Tier 1 service level includes:

- On-site self-service resources\*\*
- Dedicated account management
- 24/7 unlimited telephone support
- Monthly preventive maintenance procedures
- 24/7 on-site hardware support
- 2-hour on-site response or less
- 4-hour on-site response or less
- Mission-critical escalation support
- Event monitoring and management services\*\*
- Upgrades and software patches\*\*

##### Tier 2 - Business Week Premier Support

Tier 2 is designed specifically for business-critical environments requiring support around the clock, Monday thru Friday. IntraServe will ensure that our systems remain available to handle your most critical applications and data. Tier 2 service level includes:

- On-site self-service resources\*\*
- 24/5 Monday-Friday unlimited telephone support
- 4-hour on-site response or less
- Mission-critical escalation support
- Dedicated account management
- Monthly preventive maintenance procedures
- 24/5 on-site hardware support
- 2-hour on-site response or less
- 4-hour on-site response or less
- Mission-critical escalation support
- Event monitoring and management services\*\*
- Upgrades and software patches\*\*

##### Tier 3 - Business week Support

Tier 3 support is designed for companies that require routine maintenance and support during standard business hours only. Tier 3 service level includes:

- On-site self-service resources\*\*
- Mon - Fri, 8am to 5pm (EST) unlimited telephone support
- 4-hour on-site response or less
- Mission-critical escalation support
- Dedicated account management
- Monthly preventive maintenance procedures
- 24/5 on-site hardware support
- 2-hour on-site response or less
- 4-hour on-site response or less
- Mission-critical escalation support
- Event monitoring and management services\*\*
- Upgrades and software patches\*\*

##### Tier 4 - Self-Maintenance

Tier 4 support is ideal for companies looking for a low-cost, self-directed system support solution. This solution is designed to complement your in-house technical capabilities. Tier 4 service level includes:

- On-site self-service resources\*\*
- Mon - Fri, 8am to 5pm (EST) unlimited telephone support
- 4-hour parts availability\*\*
- On-site support
- Next day parts within 24 hours
- Dedicated account management
- Event monitoring and management services\*\*
- Upgrades and software patches\*\*

\* Information System Database  
\*\* Optional unit

#### Reliable Network Performance

There are many reasons why a growing number of clients are choosing IntraServe to meet the challenges of managing and maintaining a constantly changing networked systems infrastructure.

#### Custom Maintenance Services

Solutions can be designed precisely to your business needs and accommodate the most demanding customer requirements.

#### Solaris™ Software Support Services

Solaris™ support services help keep your systems fine-tuned with the latest updates and patches.

#### Advanced Technical Resources

All IntraServe maintenance services are provided by OEM-trained hardware and certified software engineers. "State-of-the-art" facilities are equipped with advanced diagnostic laboratory equipment to offer comprehensive testing and precise chip level repair.

#### Backup Parts Inventory

We mirror your environment at our maintenance laboratory with ready-to-use, quality tested parts.

#### Preventive Hardware Support (Monthly)

We take responsibility for scheduled maintenance and hardware failures.

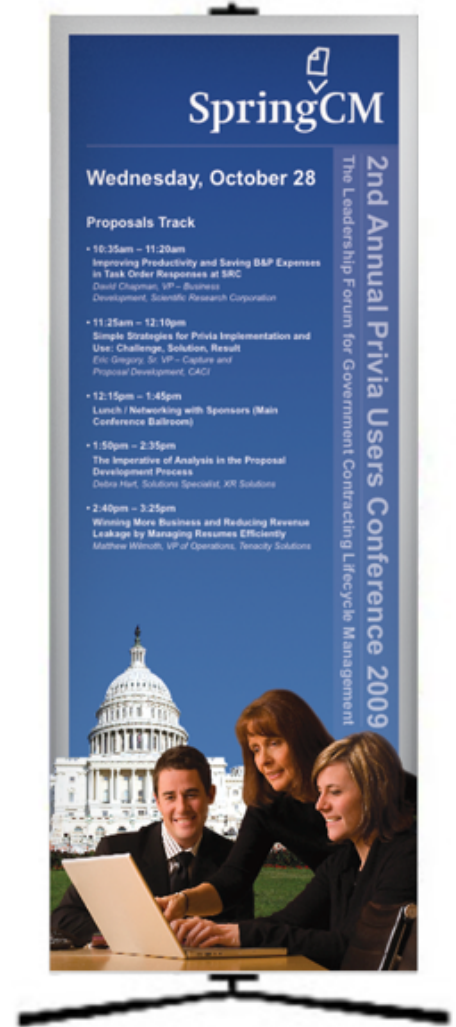
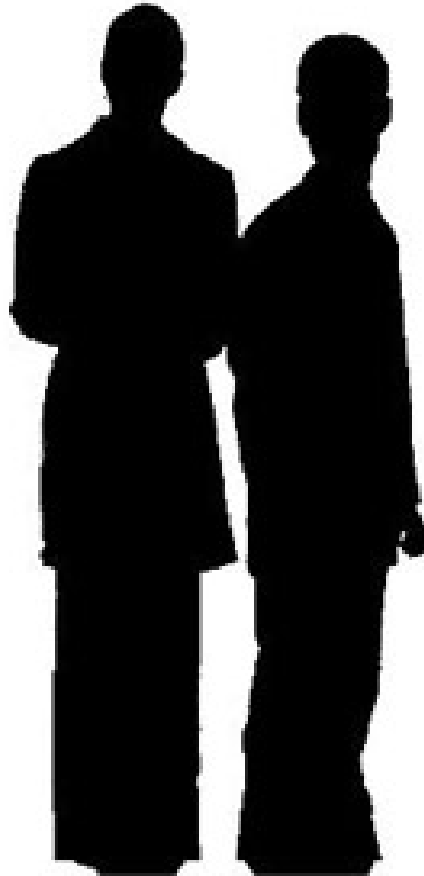
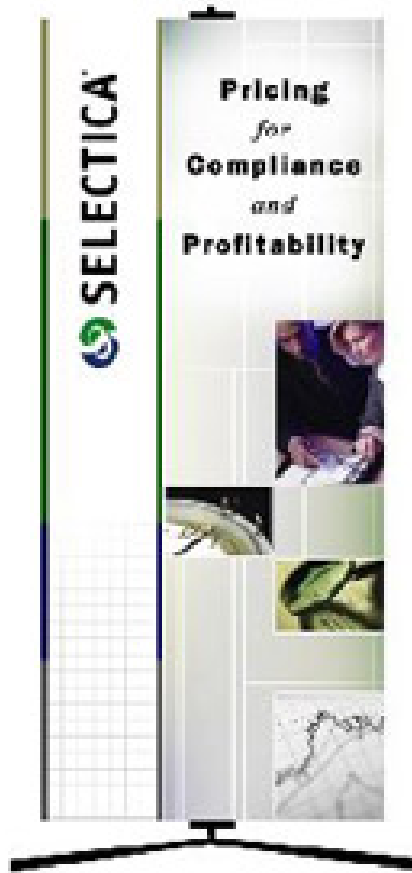
#### Information System Database™ (ISD)

It's a "key-to-lead" OS2 that allows customers a "real-time" view of your entire performance history from beginning to end. ISD permits you to request quotations on hardware and take advantage of specials on off-line hardware listed monthly.

#### 100% Satisfaction Guarantee

To back our quality claims, IntraServe will guarantee the maintenance support services provided. If you are not completely satisfied for any reason, send a written notice of your cancellation thirty days in advance and the agreement will be nullified. Pre-pay customers will receive a pro-rated refund.







**Revenue Management Intelligence**

Turn **Information**

into **Insight**

into **Income**

**Model N**  
[www.modeln.com/RMI](http://www.modeln.com/RMI)



**Donut Hole**  
Compliance  
Value-Based Payments  
**Medicaid Rebates**  
Guaranteed Issue  
Market Share Fee

**Your Partner in Health Care Reform Implementation**

- Timely health care reform product updates for customers
- Comprehensive programs to help you assess and address operational challenges
- Venues to engage peers, partners, and experts on the evolving regulatory landscape

**Model N**  
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Pricing **Auditability**  
Dual Eligibles  
**Forecasting**  
Insurance Exchanges  
**340B Expansion**  
G2N Visibility Contracting  
**Accruals**  
Performance Metrics



## Gartner Recognized by Gartner as an... IAM "Cool Vendor" 2009

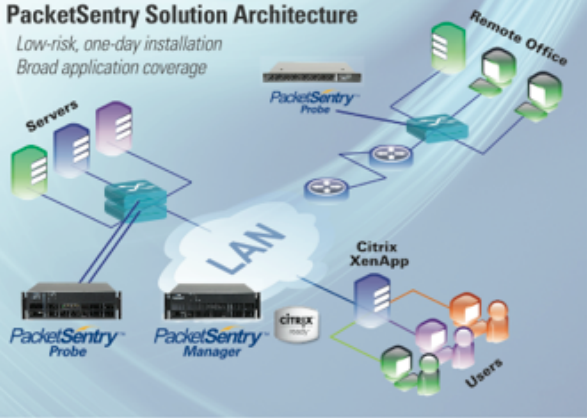
"2009 Cool Vendors in IAM are set apart by a trend toward delivering cost-effective, low-risk IAM — an understandable focus in a time of highly constrained IT, IT security budgets and personal resources."

From the Gartner, Inc. "IAM Cool Vendors, 2009" Report  
The Cool Vendor report is available upon request.



### PacketSentry Solution Architecture

Low-risk, one-day installation  
Broad application coverage



## Gartner Recognized by Gartner as an... IAM "Cool Vendor" 2009

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**1<sup>st</sup> FIRST COMMUNITY BANK** Robert Childs, VP and Information Security Officer, First Community Bank of New Mexico

"Auditors continue to put more pressure on us to ensure we have the right security controls in place. PacketMotion allows us to easily adapt to changing requirements with continual monitoring and tracking of user actions across the organization."

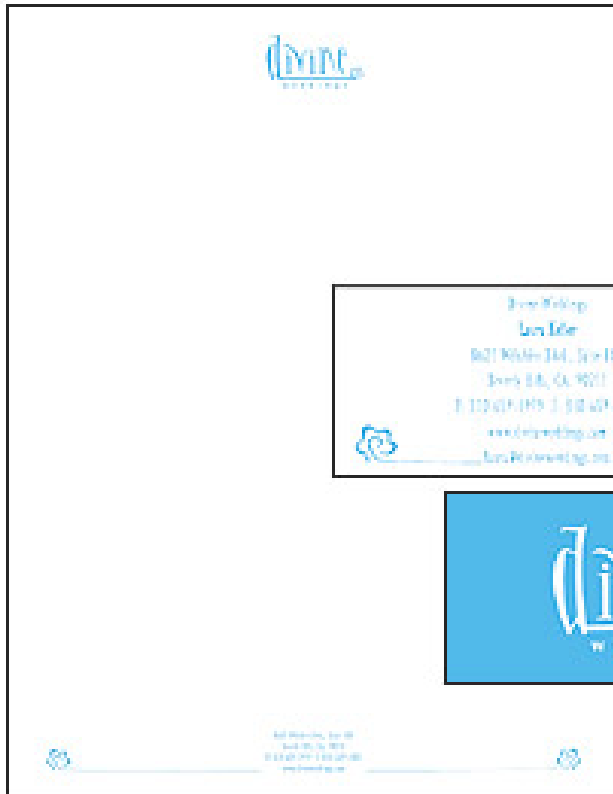
**Greenhill** John Shaffer, Director of Global Systems and Technology, Greenhill & Co.

"PacketSentry's ease of deployment and ability to provide broad coverage without having to pre-define and maintain policies, makes it a great solution for Greenhill & Co., or any firm trying to improve operational efficiency."

**OSIRIS** Keith Akioto, IT Director, Osiris

"Want to know and do more with your network with less staff? Then PacketMotion is your answer."





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Beverly Hills, CA 90211  
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www.divineweddings.com  
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 Tuesday-10am-12:30pm  
 Thu-Friday-6:30am-9am  
 Sat-10:30am-1:30pm

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 Ste 101, City Park, FL 33199  
 Tel: (305) 658-1929

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Time	Mon	Tue	Wed	Thu	Fri	Sat	Sun
7:00-8:00			Introductory Pump Yoga Class			Introductory Pump Yoga Class	
7:30-8:30	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Introductory Pump Yoga Class	Pump Yoga: Mark
10:15-11:45						Introductory Pump Yoga Class	Pump Yoga: Mark
11:30-12:30	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark		Pump Yoga: Mark
12:45-2:15							
2:30-4:00							
5:15-6:45	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Introductory Pump Yoga Class
7:00-8:45	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark	Pump Yoga: Mark		

**PRICING**  
 One Session \$14  
 Seven Sessions \$94  
 Private Session \$147  
 Unlimited Session One Month \$130  
 Three Months \$367  
 Six Months \$667

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## Bob,

Please join PHONE+ and BLUEROADS for a discussion on agent lead distribution and management Best Practices.



Join PHONE+ Group Editor Khali Henderson as she co-hosts this on-demand webcast.

[www.blueroads.com/Bob-Dris](http://www.blueroads.com/Bob-Dris)

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Join PHONE+ Group Editor Khali Henderson as she co-hosts this on-demand webcast.

[www.blueroads.com/Bob-Dris](http://www.blueroads.com/Bob-Dris)

This Webcast will tackle tough Lead Management issues such as:

- Getting every lead to the right partner while it's still hot
- Encouraging partners to follow-up on leads in a timely manner
- Encouraging partners to keep you informed about lead status
- Working with partners to ultimately convert leads to revenue
- Measuring the effectiveness of lead generation programs

**BLUEROADS CORPORATION**  
1033 South Grant Street  
4th Floor  
San Mateo, CA 94402

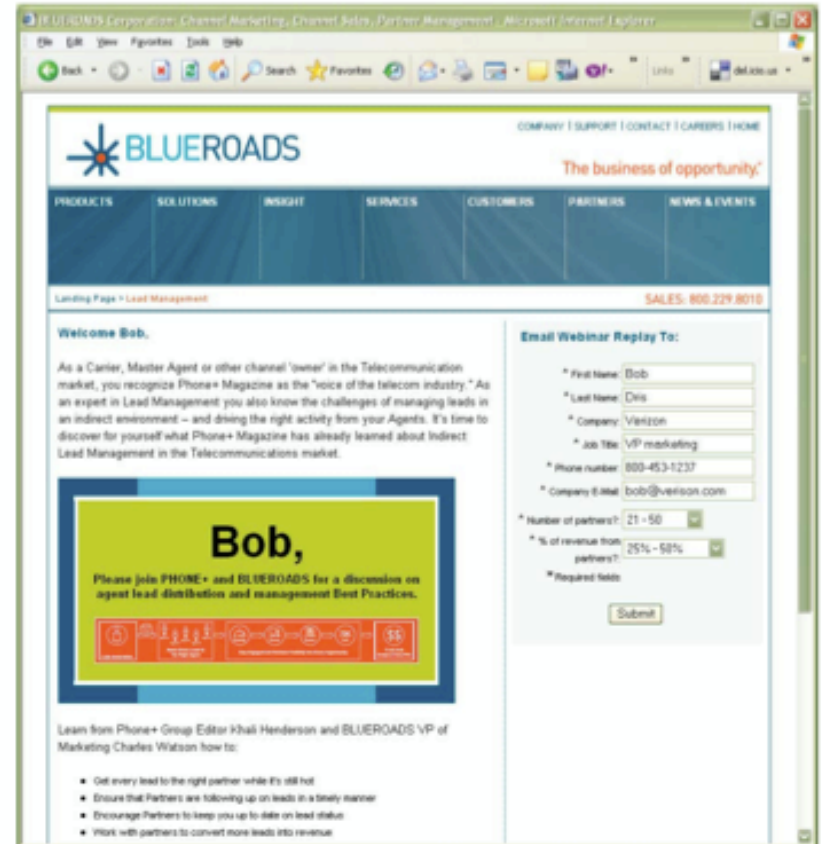
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PHONE+

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The screenshot shows a web browser window displaying the BLUEROADS website. The page title is "BLUEROADS Corporation: Channel Marketing, Channel Sales, Partner Management". The navigation bar includes links for COMPANY, SUPPORT, CONTACT, CAREERS, and HOME. The main header features the BLUEROADS logo and the tagline "The business of opportunity." Below the header is a menu with categories: PRODUCTS, SOLUTIONS, INSIGHT, SERVICES, CUSTOMERS, PARTNERS, and NEWS & EVENTS. The main content area is titled "Landing Page - Lead Management" and includes a "Welcome Bob," section. A central graphic repeats the "Bob," headline and the process flow diagram. To the right is an "Email Webinar Reply To:" form with fields for First Name (Bob), Last Name (Chris), Company (Verizon), Job Title (VP marketing), Phone number (800-453-1237), and Company E-mail (bob@verizon.com). There are also dropdown menus for "Number of partners?" (21 - 50) and "% of revenue from partners?" (25% - 50%). A "Submit" button is located at the bottom of the form. Below the form, there is a section titled "Learn from Phone+ Group Editor Khali Henderson and BLUEROADS VP of Marketing Charles Watson how to:" followed by a list of bullet points:
 

- Get every lead to the right partner while it's still hot
- Ensure that Partners are following up on leads in a timely manner
- Encourage Partners to keep you up to date on lead status
- Work with partners to convert more leads into revenue

ACCELLION PRESENTS

**ADVENTURES IN FILE SHARING**

ISSUE 03  
SECURE MOBILE FILE SHARING

THERE ARE MANY VILLAINS OUT TO GET YOUR CORPORATE FILES!

**USE OF ONLINE FILE SHARING IS WIDESPREAD...**

AT LAST! NOW I HAVE ACCESS TO CORPORATE FILES FOR MY PLOT OF WORLD DOMINATION!

WE'RE HERE TO SERVE AND PROTECT YOUR FILES!

60% OF ORGANIZATIONS HAVE EMPLOYEES WHO SHARE CONFIDENTIAL FILES VIA DROPBOX WITHOUT PERMISSION—EITHER, FREQUENTLY, OR VERY FREQUENTLY!

ACCELLION PRESENTS

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60% OF ORGANIZATIONS HAVE EMPLOYEES WHO SHARE CONFIDENTIAL FILES VIA DROPBOX WITHOUT PERMISSION—EITHER, FREQUENTLY, OR VERY FREQUENTLY.

**THERE ARE LOTS OF WAYS FILES GET OUT OF YOUR ORGANIZATION...**

POLICIES ARE IGNORED BY VILLAINS...

HEY HELLO TO MY LITTLE FRIENDS THE FILE EXTRACTORBOT!

PHOENIX RESISTOR, THESE FILES ARE MINE NOW!

36% OF ORGANIZATIONS KNOW EMPLOYEES USE THEIR OWN INDIVIDUAL ACCOUNTS. ANOTHER 34% OF ORGANIZATIONS SUSPECT EMPLOYEES HAVE THEIR OWN INDIVIDUAL ACCOUNTS.

MORE THAN 75% OF CORPORATIONS HAVE POLICIES THAT PROHIBIT THE USE OF CONSUMED ONLINE FILE SHARING AND COLLABORATION TOOLS.

**ACCELLION AND IT LEAD THE FIGHT TO PROTECT YOUR FILES!**

POLED AGAIN BY IT AND ACCELLION!

TAKE THAT YOU FILE VILLAINS! WE WON'T BEND TO MAKE IT EASY FOR YOU TO STEAL INFORMATION!

ACCELLION IS WORKING WITH IT TO KEEP TRACK OF SOLUTIONS SUBSEQUENTIALLY DEPLOYED ACROSS ORGANIZATIONS. WITH OVER 70% OF ORGANIZATIONS UNDER THE TIER 1 OF CONSUMED FILE SHARING SOLUTIONS, IT HAS FRAGMENTED APPLICATIONS THAT USERS CAN INSTALL ON THEIR BYOD SMARTPHONES AND TABLETS.

**THE TOP 10 UNLICENSED ONLINE FILE SHARING APPS FOR IOS AND/ANDROID DEVICES:**

1. BOX	2. SUGGESTING	3. GOOGLE DRIVE	4. SKYDRIVE
5. SUGGESTING	6. SUGGESTING	7. SUGGESTING	8. SUGGESTING
9. SUGGESTING	10. SUGGESTING	11. SUGGESTING	12. SUGGESTING

**BENEFITS OF SECURE ONLINE FILE SHARING**

- ENABLES SECURE ACCESS TO DATA FROM MOBILE DEVICES
- REMOVES BARRIERS OF DATA BROADCAST
- DEMONSTRATES COMPLIANCE

GIVE PEOPLE WHAT THEY NEED OR THEY WILL FIND SOMETHING THEMSELVES!

TO FIND OUT HOW YOU CAN BE A SUBSCRIBER FOR YOUR COMPANY VISIT [WWW.ACCELLION.COM/ADVENTURE](http://WWW.ACCELLION.COM/ADVENTURE)

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The screenshot shows the top navigation bar with links for BLOG, SUPPORT, CHAT, CONTACT US, a phone number (+1-850-783-0741), and LANGUAGE. Below the navigation is the Accellion logo and a secondary menu with Solutions, Use Cases, Resources, Partners, About Us, PRICING, and FREE TRIAL. The main headline reads "External Content Collaboration with Private Cloud" with the sub-headline "Leave Content Where It Lives, No Migration Necessary". Two buttons, "VIEW PRODUCT DEMO" and "LEARN MORE", are positioned below the headline. The background image depicts a person's hands using a laptop and tablet on a desk. At the bottom, the KiteWorks logo is displayed above the heading "Secure Access to Enterprise Content". Two circular icons illustrate "Secure File Sharing" (streamlining collaboration) and "Private Cloud File Sharing" (ensuring security and availability).

## External Content Collaboration with Private Cloud

Leave Content Where It Lives, No Migration Necessary

[VIEW PRODUCT DEMO](#) [LEARN MORE](#)

**kiteworks**

### Secure Access to Enterprise Content

**Secure File Sharing**  
Streamline collaboration by providing business users with powerful and secure file sharing that works with internal and external teams.

**Private Cloud File Sharing**  
Ensure the security, confidentiality, integrity, and availability of enterprise content via a private cloud file sharing solution, either on-premises or as a hosted offering.

This screenshot shows an article page on the Accellion website. The navigation bar is identical to the landing page. The article title is "Focus on Improving Lives, Not Agonizing Over Files" under the "LIFE SCIENCES" category. The background image shows a person in a lab coat working with glassware. The article text begins with "Don't Let Content Collaboration Challenges Keep You From Helping Others" and discusses the importance of research and innovation in drug discovery.

## Focus on Improving Lives, Not Agonizing Over Files

Don't Let Content Collaboration Challenges Keep You From Helping Others

Drug discovery and development is about research and innovation. It shouldn't be about managing files. While storing, sharing and collaborating on research and other content is a part of your job, we know you'd rather focus on the research and innovation part.

This screenshot shows the "Our Customers" page on the Accellion website. The navigation bar is consistent. The page features a list of "Honors & Awards" and "Press" mentions. A grid of logos for various companies is displayed, including Pfizer, BACARDI, Cooley, Allera + Linklaters, zynga, and DDB. A quote from a customer states: "kiteworks allows IT to step back and not be involved in some of the more mundane issues like account".

## Our Customers

Honors & Awards: More than 15 million enterprise users and 2,600 of the world's leading enterprises and government agencies trust Accellion to securely connect people to enterprise information.


Press: Pfizer, BACARDI, Cooley

Investors: Allera + Linklaters, zynga, DDB

Our Customers: *"kiteworks allows IT to step back and not be involved in some of the more mundane issues like account"*

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ADVENTURES IN  
FILE SHARING

THERE ARE MANY VILLAINS  
OUT TO GET YOUR CORPORATE FILES!

Read the Adventure



Secure Mobile File Sharing. Anytime. Anywhere.

**For Enterprise**

Enterprise-class secure mobile file sharing solutions for anytime, anywhere access to information. [Learn More >>](#)

**For Business**

Secure mobile file sharing solutions to improve business productivity, ensure compliance and reduce costs. [Learn More >>](#)

**For Government**

Mobile file sharing solutions for strict security and compliance requirements of government agencies. [Learn More >>](#)

**Latest News** July 22, 2013 | EuroCloud UK Awards Accellion and London Borough of Camden...

**Events**

CDM CIO Chicago Summit (August 29, 2013)

TechEd Australia (September 3, 2013)

Executive Alliance Security Leaders' Summit Northeast (September 12, 2013)

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Achieving Mobile Productivity Myth or Magic?

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Customer Case Study: Hyundai Motor Company

Industry Whitepaper: 2013 Survey Results: Mobile Security Strategies

Industry Whitepaper: Forrester Wave: File Sync & Share Platforms

**Accellion**

Accellion secure file sharing solutions are used by the world's leading corporations and government agencies to protect confidential information and ensure

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**Mobile File Sharing**


Today's mobile workloads need the ability to securely create, view, edit and access enterprise content from their mobile devices. Accellion **mobile file sharing** provides secure creation, viewing, and sharing of enterprise content on popular smartphones and tablets while providing the IT administrative controls to manage user privileges and access rights necessary to ensure enterprise security.

The Accellion secure mobile file sharing solution integrates with popular MDM solutions, including MobileIron, Citrix, Moxiva, and Symantec, to enable secure mobile content management, an essential component of an overall enterprise mobility strategy.

**Key Features**

- Security: Browse, create, edit, view, edit, send, and share files on a mobile device.
- Works with Word, Excel, PowerPoint, PDF, JPEG, PNG, just about any type of file.
- Save files securely on a mobile device for offline use.
- Upload files securely from the device to a secure workspace.
- Share secure links to files or share folders with internal and external users.
- Collaborate in real-time by adding or replying to comments.
- Lock and unlock files to control editing of files in Accellion workspaces and SharePoint.
- Bulk upload and download of files.
- Subscribe to notifications to learn who has added files or commented on files.
- Log in using LDAP credentials.
- Selectively view content resulting within secure mobile container of Accellion App.

**Download Mobile Apps**



Accellion Mobile Apps require an authorized account. Sign up here for a [Free Trial](#).

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**2013 Gartner Enterprise File Synchronization and Sharing MarketScope Report**

**Featured Video**

Accellion Mobile File Sharing Overview: 1:00 min

**Featured Resources**

Download

- Accellion Mobile File Sharing Solution Overview
- Mobile Enterprise Content
- The IT Resource Enterprise Select Analyzer

**Industry Whitepaper**

- Mobile Enterprise Security: Top 5 Enterprise Requirements

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**Management Team**

Company Overview | Events | Investors | **Management Team** | Advisory Board | Careers

**Yorgen H. Edelman**  
President and Chief Executive Officer

Yorgen Edelman is a Silicon Valley veteran with 20 years of Enterprise Software expertise. Mr. Edelman co-founded Bro Technology and during 12 years as CEO, took the company public and grew to \$100 million in revenues with over 700 employees and a customer base of over 5,000 organizations. In addition Mr. Edelman was President and CEO of DecisionPoint Applications, an Analytics Applications company. Mr. Edelman has served on several public and private company boards including most recently Optiprox (Listed in: District, Lenny, Resilience, Vista and SaaS).

Mr. Edelman earned an MBA from the Booth School of Economics and a Masters in Engineering Physics from the Paul H. Nitze School of Technology in Brookings. Trained as a concert pianist, Mr. Edelman studied with Leon Gleason, and has performed in Carnegie Hall (2005).

**Glen Siegel**  
Chief Financial Officer and Vice President of Business Development

Mr. Siegel joined Accellion as CFO and Senior Vice President of Finance in December 2002. He has over 20 years experience in finance, fund raising strategy and business development. He was a partner at Mercer Management Consulting and has held finance and strategy positions at GE and GE Capital, Northwestern and Raytheon. Prior to joining Accellion he was CFO of PowerForm, Inc. where his responsibilities included financial management and planning, fund raising, and administration. He has also served as VP of Finance and Corporate Development at FleetStar where he spearheaded multiple initiatives in financing, business development and operations.

Mr. Siegel holds a BA degree in Economics from Whitman College and an MBA from the University of Chicago.

**Paula Boshowski**  
Chief Marketing Officer

Ms. Boshowski joined Accellion in February 2007. She has more than 20 years experience in product marketing, corporate marketing and new product introduction for pre and post-PCD

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**2013 Gartner Enterprise File Synchronization and Sharing MarketScope Report**

**Featured Video**

Accellion Mobile File Sharing Overview: 1:00 min

**Featured Resources**


Download


- Accellion Mobile File Sharing Solution Overview
- Mobile Enterprise Content
- The IT Resource Enterprise Select Analyzer

**Industry Whitepaper**

- Mobile Enterprise Security: Top 5 Enterprise Requirements

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Watch the Video

# kitedrive

Secure File Sharing by Accellion

SIGN UP FREE

### Who needs kitedrive?

Business today is Mobile. It's not bound by offices or time zones. It's time-sensitive, it's real-time. You need access to your files at breakfast, over lunch, on the plane and even in the office. You need to be able to share information securely whenever, wherever you are.

You need a secure mobile file sharing solution that's easy, reliable, scalable—and secure.

That solution is kitedrive by Accellion.

### What is kitedrive?

Kitedrive provides secure file access, storage and sharing. Whether you are working on your desktop in the office or on your iPad at the airport, kitedrive is your secure connection to critical business files when you need them.

Based on Accellion's award-winning, enterprise-grade file sharing technology, kitedrive brings secure file sharing and storage directly to the business user.

Create your free account and start using kitedrive today!

### Why choose kitedrive?

Join the kitedrive revolution and be one of the first to experience the freedom and power of kitedrive. Once you sign up for a free kitedrive account you will be able to store, access and share your files securely, from anywhere—anytime.

**Special: 12GB of secure file space on kitedrive FREE! But you have to sign up today.**

Don't wait, sign up now!

### Get your kitedrive today!

Choose the free Individual Solution and get 12GB FREE storage, plus desktop and mobile apps so you can access your files anytime, anywhere.

Choose the Cloud Hosted Business Solution to quickly deploy secure file sharing for 5 to 500 users.

Choose the Enterprise Solution for custom deployment options and extended enterprise features.

[Compare Solutions](#)

**SPECIAL OFFER: Sign up for your kitedrive today and get 12GB FREE!**

**Accellion**

Accellion secure file sharing solutions are used by the world's leading corporations and government agencies to protect confidential information and ensure compliance.

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## Privacy

Please read the following to learn more about our Privacy Policy. By visiting kitedrive's web site, submitting information to kitedrive or using any of our products or services, you acknowledge that you accept the provisions and terms contained in this Privacy Policy.

### What Does This Privacy Policy Cover?

This Privacy Policy covers Accellion's treatment of personally identifiable information ("Personal Information") that kitedrive gathers when you are accessing kitedrive's website and when you use kitedrive services. This policy does not apply to the practices of companies that kitedrive does not own or control, or to individuals that kitedrive does not employ or manage. If you provide any information to such third parties, different rules regarding the collection and use of your personal information may apply. We strongly suggest you review such third party's privacy policies before providing any data to them.

### What Personal Information Does kitedrive Collect?

The information we gather from customers enables us to personalize and improve our services. We collect the following types of information from our customers.

#### Personal Information You Provide to Us

We may receive and store any information you enter on our web site or provide to us in any other way. The types of Personal Information collected include your full name, address, company, email address and telephone number, and if you order products from us through our website, any financial and commercial information you provide for that purpose. The Personal Information you provide may be used for such purposes as responding to your requests for certain products and services, customizing the content you see, and communicating with you about special offers, special offers, and new products. We may also compare our customer base to lists received from other companies in an effort to avoid sending unnecessary messages to our customers.

#### Personal Information Collected Automatically


We may receive and store certain types of information whenever you interact with our web site or services. For example, kitedrive may choose to automatically receive and record information on our server log from your browser including your IP address, kitedrive cookie information, and the page you requested. We may receive a confirmation when you click an email from kitedrive or from a computer supports this type of program.

Generally, our service may automatically collect usage information, such as the numbers and frequency of visitors to our site and its components. kitedrive generally only uses this data in aggregate form, that is, as a statistical measure, and not in a manner that would identify you personally. However, if you have registered with kitedrive using our site and your browser accepts cookies, kitedrive may automatically record individualized information regarding your visits to kitedrive's web site ("Individual Site Usage Information") to provide you with a more personalized customer experience. As part of this use of information, we may provide aggregate information to our partners about how our customers, collectively, use our site. If you do not wish to have your Individual Site Usage Information collected, please see the "What About Cookies" section below for further information.

### What About Cookies?

Cookies are alphanumeric identifiers that we may transfer to your computer's hard drive through your browser to enable our systems to recognize your browser and tell us how and when pages in our site are visited and by how many people. kitedrive cookies do not collect Personal Information; however, we may combine the general information collected through cookies with other Personal Information in connection with our collection of Individual Site Usage Information (as described above). If you do not wish to have your Individual Site Usage Information collected, most browsers have an option for turning off the cookie feature, which will prevent your browser from accepting new cookies, as well as deleting any of the information of your browser software allowing you to decide on acceptance of each new cookie in a variety of ways. Please be

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## Help Center

Welcome to kitedrive. Using kitedrive you can store, sync and share files securely, anytime, anywhere. Whether you are working on your desktop in the office or on an iPad at the airport, kitedrive is your secure connection to critical business files.

- Accessing kitedrive**

Access kitedrive from any computer by going to [secure.kitedrive.com](#). Once you login you will be able to store and send files easily. You can also [download the kitedrive mobile app](#) for your iPhone, iPad, Android or Blackberry device and login using secure.kitedrive.com as the login url.
- Storing Files**

To store important documents, spreadsheets, images, videos or any type of individual file on kitedrive you will need to login. After you login you can add important files to kitedrive by clicking on the Add button to choose files and folders to upload into your kitedrive. Anything loaded into kitedrive can be accessed by you from any device or device. You can also securely send files inside kitedrive to others.
- Synchronizing Files**

To synchronize files between your PC, desktop or laptop and kitedrive you must first download the [Synchronization module](#) from the Help Center Workspace. After you install kitedrive on your PC you can sign in and synchronize. Enabling you to drive your kitedrive folder will automatically and continuously be synchronized with the about. Mac installer is coming soon!
- Sending Files**

To send a file to someone, select the files you wish to send and click the Send button. You will be given the opportunity to add an email message. Once you have completed your email, click the Send button. Your email will be sent along with a secure link to the file. You will receive a notification email when your file is downloaded.
- How Big are my files?**

Using kitedrive you can store and send any size file and any number of files up to your storage limit. With kitedrive you are initially allocated 2GB of free storage. You can get additional free storage by inviting others to use kitedrive - see [2GB free offer](#).

Once you [meet your file hosting capacity](#) you will have access to the complete kitedrive help center workspace.

If you have any questions regarding kitedrive offerings, please contact us at [cs@accellion.com](mailto:cs@accellion.com).

That's all there is to it!

**Accellion**

Accellion secure file sharing solutions are used by the world's leading corporations and government agencies to protect confidential information and ensure compliance.

**kitedrive**

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PRODUCTS

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CUSTOMERS

PARTNERS

NEWS & EVENTS

## THE BUSINESS OF OPPORTUNITY.

It's what BLUERROADS is all about. Because opportunity is what drives your company, and by looking at it not only from your perspective but also your partner's, everyone succeeds.

### It's time to embrace your channel.

BLUERROADS does more than connect partners and vendors—it creates true collaboration that lets you share the management of opportunities, pipeline information, and lead updates. Finally, there's a partner management solution that allows you and your channel to efficiently manage every opportunity. [BLUERROADS can help.](#)

#### KNOW YOUR CHANNEL

**Channel Advisory Council —**  
*Advancing the channel effectiveness for all participants.*

**Partner Opportunity Management —**  
*Empowering Vendors and Partners to Capture, Manage and Win Every Opportunity.*

**Channel Smart, Partner Wise —**  
*The mutual benefits of opportunity management.*

### Channel Resources

**An Intro: Partner Lead Management**  
This four minute overview introduces best practices in partner lead alignment, campaign performance, and vendor lead tracking. [Watch It Now!](#)



**Resource Center: Top 5 Downloads:**  
[Building a Leading Channel Margin Program](#)  
[Comparing Your Partner Lead Machine](#)  
[Lead Referral Program Best Practices](#)  
[BLUERROADS Channel Management Overview](#)  
[Five Common Myths About Channels](#)

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Home » Solutions » Channel Marketing SALES: 800.229.8010

**Opportunity Channel Marketing**

Channel Sales

Partner Management

Integration

### CHANNEL MARKETING

#### Lead Manager

Leads represent a prospect's interest in your product. Why wouldn't you consider them the front-end of an opportunity pipeline leading to revenue? And why are leads typically managed so poorly—especially between vendors and their indirect channel partners? The problems are simple in principle: How do you get the leads to the right person as

### RESOURCES

[DataSheets: BLUERROADS Overview](#)  
[BLUERROADS Deal Registration Manager](#)

[Case Studies: 00252](#)

[Flash Overview: Deal Registration Overview](#)

### Lead Referrals Management Overview

Identifying, Enriching and Accelerating Incremental Sales Opportunities with BLUERROADS

Length: 5 Minutes

It's time to embrace your channel.

Start with this **Flash Overview** for a preview of the content.

Click the image thumbnails for a preview of the content.

Take a 5 minute guided tour of BLUERROADS Lead Referrals Management. You'll dive into the product and see how BLUERROADS Lead Referrals management solution allows vendor programs which enable:

- Compensation to occur at any stage of sales cycle
- Compensation to occur in multiple currencies?
- Referral leads to be de-duped against current accounts and opportunities

What you'll be learning?

BLUERROADS & Solutions Insight

### WHO ARE REFERRAL PARTNERS?

- Resellers or service providers from related industry (an accountant who recommends software to clients)
- Part of a formal marketing alliance (System Integrators, ISVs, Consultants)
- Resellers who don't exactly fit the profile

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## Ciao Bambino!™ Blog

### Top Easy-to-Pack Gifts by Age for Under \$50

December 8th, 2008  
Kristen from Cool Mom Picks

With our family situated a good few hundred miles north of us, we're always traveling during the holiday season. And while we beg and plead with them to only buy items that we can fit in our suitcase, we're always left trying to explain to the kids why we can't bring anything home from Grandmom's house. And since they're fervently against gift cards and anything wearable (other than the signature pair of holiday footie pjs), we're all too often left with a gigantic shipping bill.

So with that in mind, I've rounded up a few unique gifts (all under \$50!) that will not only fit easily into your suitcase or carry-on, but won't make your kids roll their eyes when they tear off the wrapping.

**For the wee ones**

You can easily stuff Apple Blossom's soft jingle balls (\$16) and blocks right into your diaper bag. For a bit more of a splurge, the cashmere balls from Kistner (\$45) are to die for.

The handknit Boogaloo dolls from Bla Bla Kids (\$38) are the perfect travel companion or bedtime friend for little girls and boys.

**For the preschoolers**

Turn any outfit into a costume with the bright fun capes from Ellie Bellie Kids (\$30) or the Kennedy and Friends' gorgeous tutus (\$39). And if your kids wear them in the airport, it's a great way to make



### More on this Topic

**FIND THE BEST AIRFARE!**  
FareCompare compares airfares across websites and lists up-to-date information on the best deals available.  
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## Ciao Bambino!™ Blog



**Winter in Paris**  
December 3rd, 2008  
Erin from Ravelry

If Paris does not come to the mountain, the mountain will come to Paris! Every year from the beginning of December to the end of February an ice skating rink and sleigh ride are erected in front of the main town hall of Paris, the beautiful Hotel de Ville on the 4th arrondissement. Especially when the weather turns icy cold here in Paris from December to March it is nice to feel like you are in a winter wonderland when standing on a square in the center of this beautiful city.

Green-ups and kids get to skate on the ice rink from which you can catch a glimpse of the Seine. For kids who are still a bit unsteady on the ice, you can borrow learning skates which have two blades mounted at the bottom of the skates (so to show size 20). A word of advice - if you are taking little kids, try to be at the rink before 4pm. That way you will avoid the Parisian school kids flooding the rink after school is over. It can get a little crowded and muddy (but...

**More on this Topic**

**FIND THE BEST AIRFARE!**  
FareCompare compares airfares across websites and lists up-to-date information on the best deals available.  
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*Archives*

**3 Comments to Give Back - Passports with Purpose:**

1. [Debbie](#) (Blog writer) on December 1st, 2008 at 10:09 pm  
Thank you so much for your generosity!
2. [Lynda](#) (writer) on December 1st, 2008 at 5:38 pm  
I love this organization and have contributed many times. It is truly amazing how little goes a such long way in many places. If everyone contributed just \$10 we could feed a country or two... Now that's the holiday spirit. Good job Amie!
3. [julle marg](#) (writer) on December 6th, 2008 at 2:52 pm  
Julie  
P.S. You might want to enter to win some of the fab prizes I've collected ... [http://mobygoshoutout.com](#)

**Make a Comment**

Name (required)

Email (required - will not be published)

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**Mike Watson**  
Director of Business Development



A software and technology consulting industry veteran, Mike Watson is First San Francisco Partners' Director of Business Development. Mike manages customer relationships and teams with clients and strategic software partners to ensure master data management initiatives are successful. Mike launched his 15-plus year career as Strategic Accounts Manager with InstallShield Software, and progressed to manage customer relationships in the Midwest with Vailly Technology and Actuate. More recently, Mike has managed business development for several IT and business consulting firms with a focus of helping large organizations benefit from the efficiencies gained from applying the right mix of technology and expertise. Mike is your first point of contact with First San Francisco Partners and will ensure that customers embarking on a Data Governance and Master Data Management initiative receive expert guidance and assistance. Mike is based in Chicago and holds an M.B.A. and B.S. in Engineering from the University of Illinois.

ALIGNING THE ENTERPRISE FOR MDM  
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Thank you for your interest - please return for updated content.

- Agile Master Data Management: A Better Approach than Trial and Error
- Agile Master Data Management: Data Governance in Action
- How Technology Enables Data Governance: An Oracle and First San Francisco Partners White Paper


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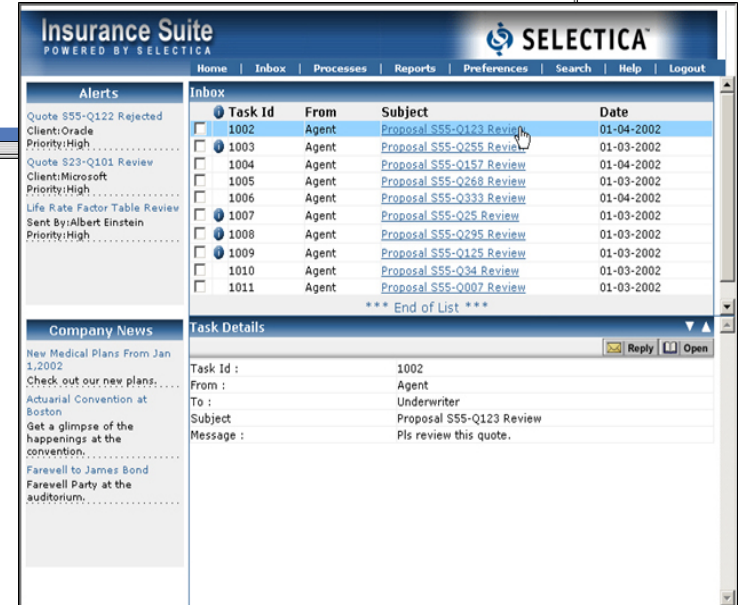
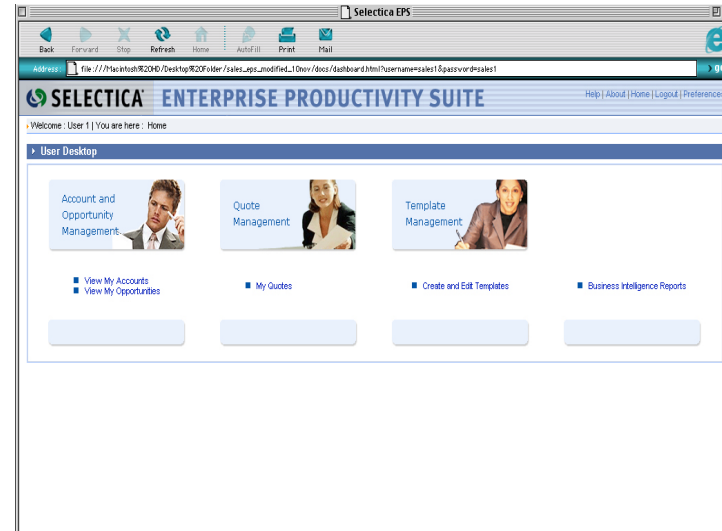
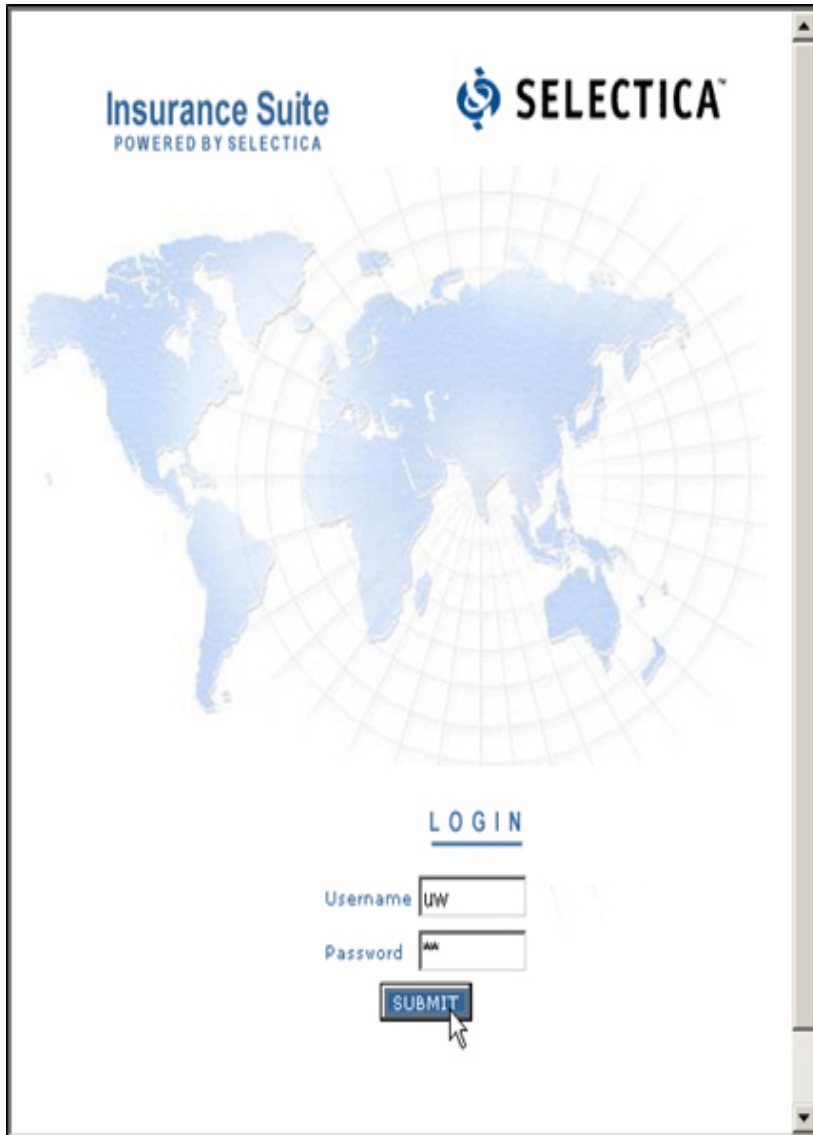
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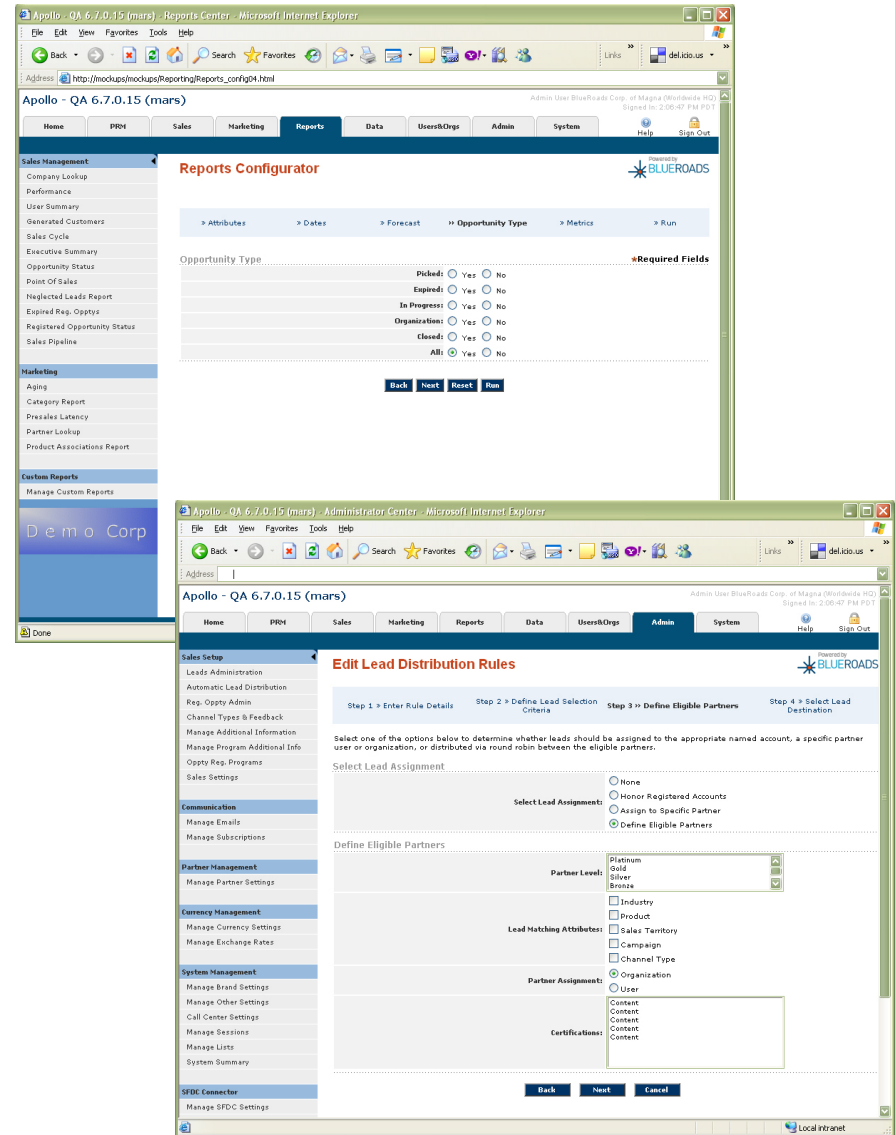
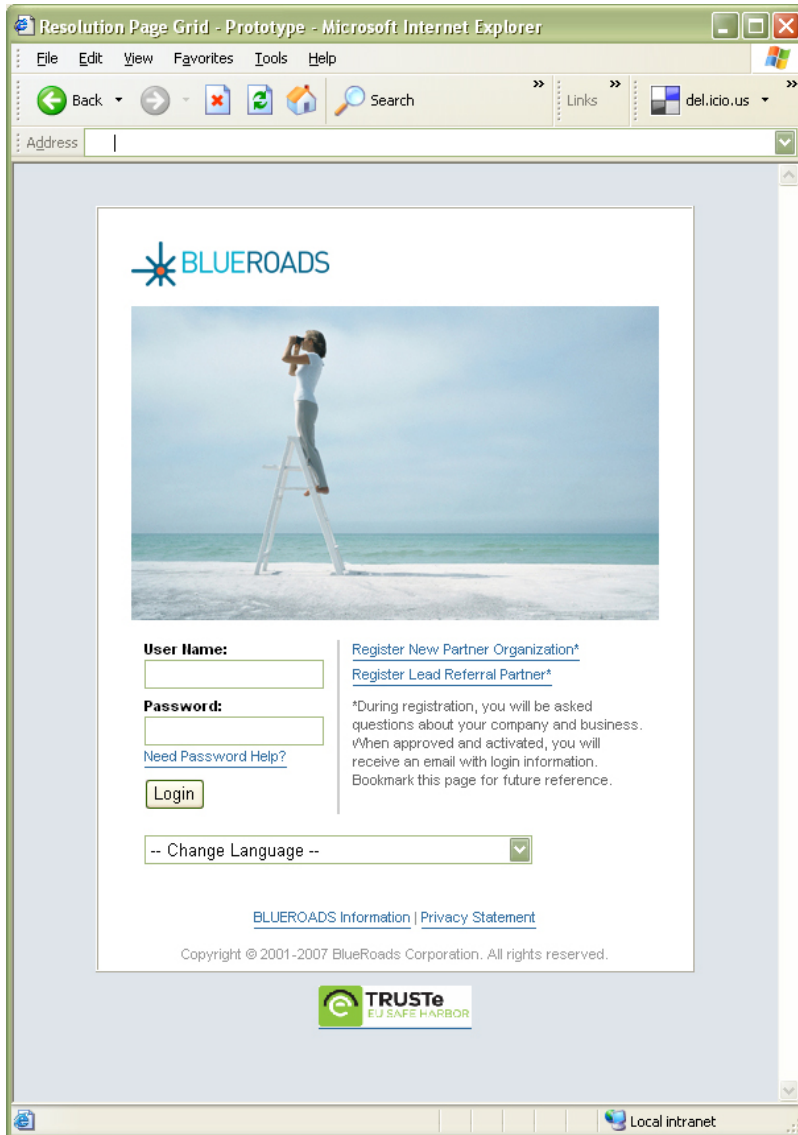
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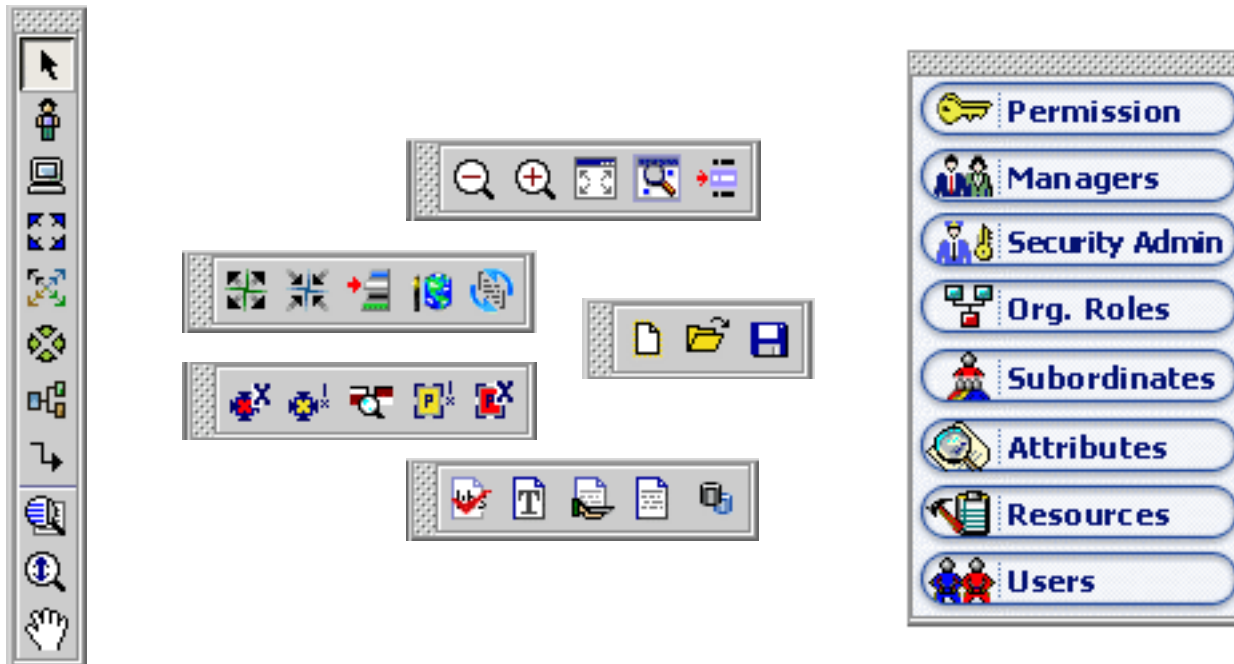
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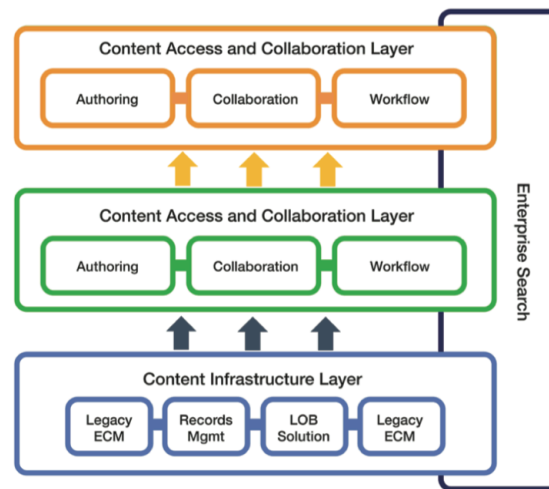
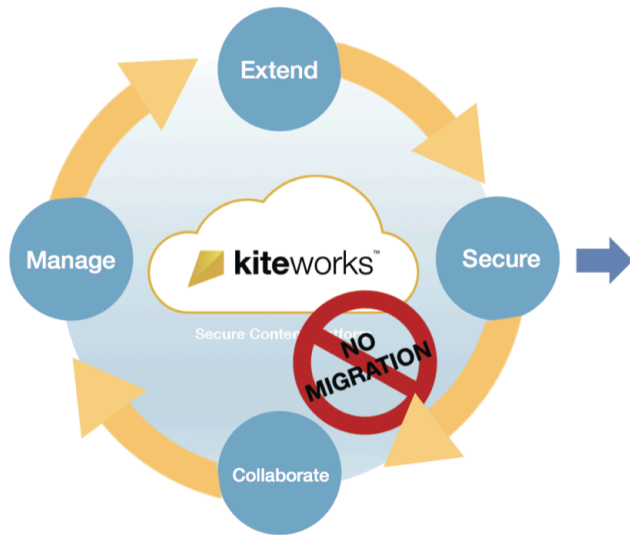


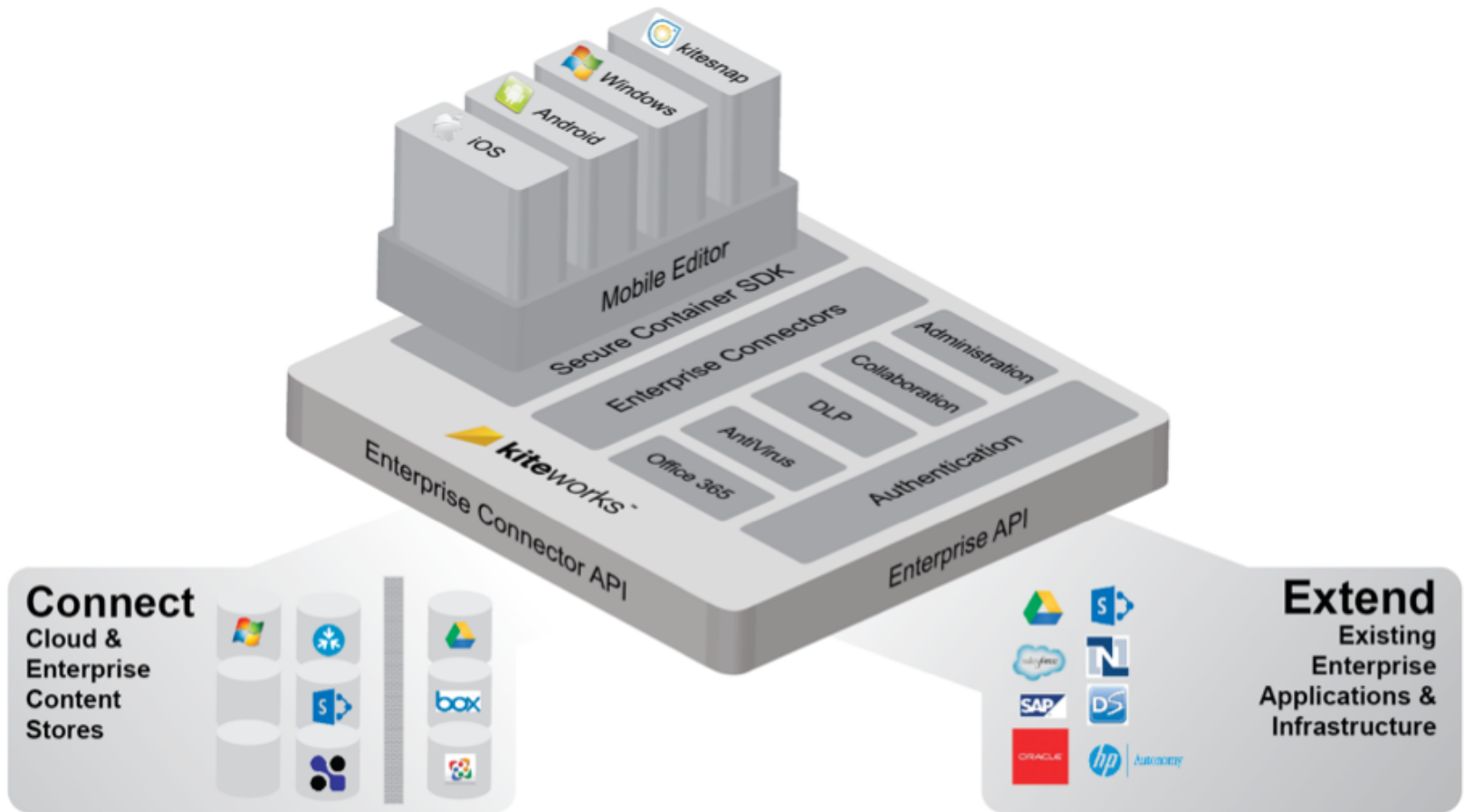
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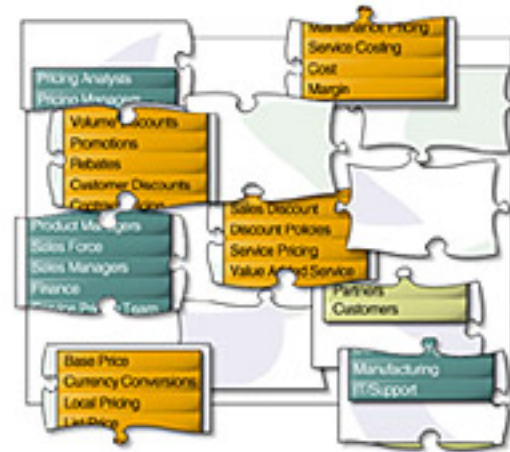
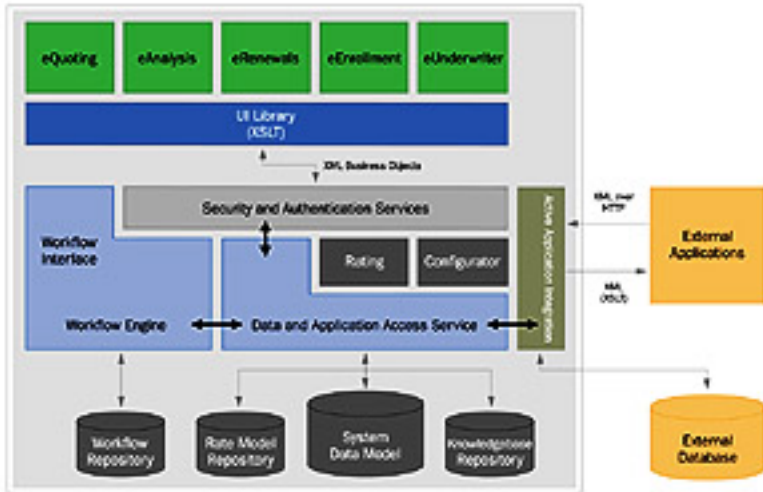


# Illustration

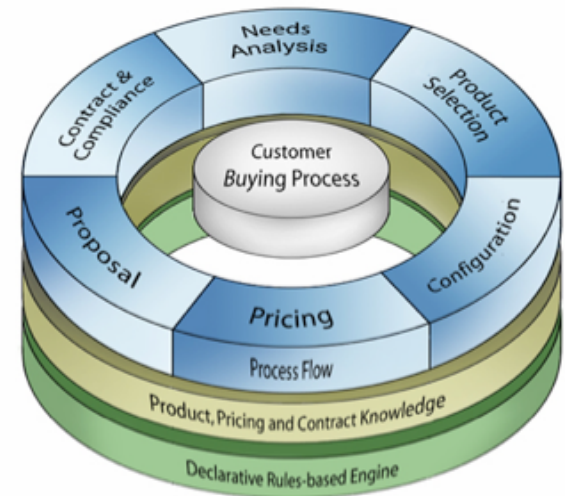
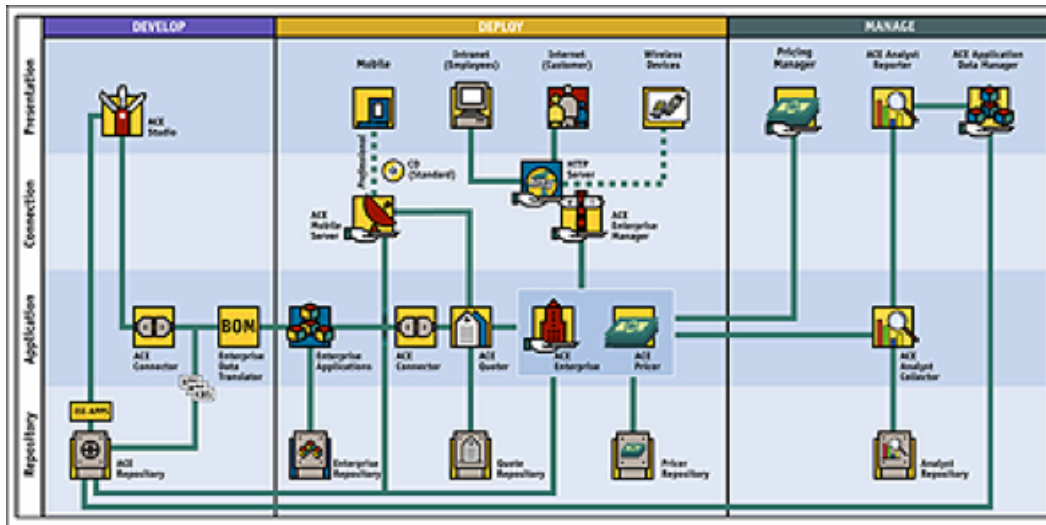
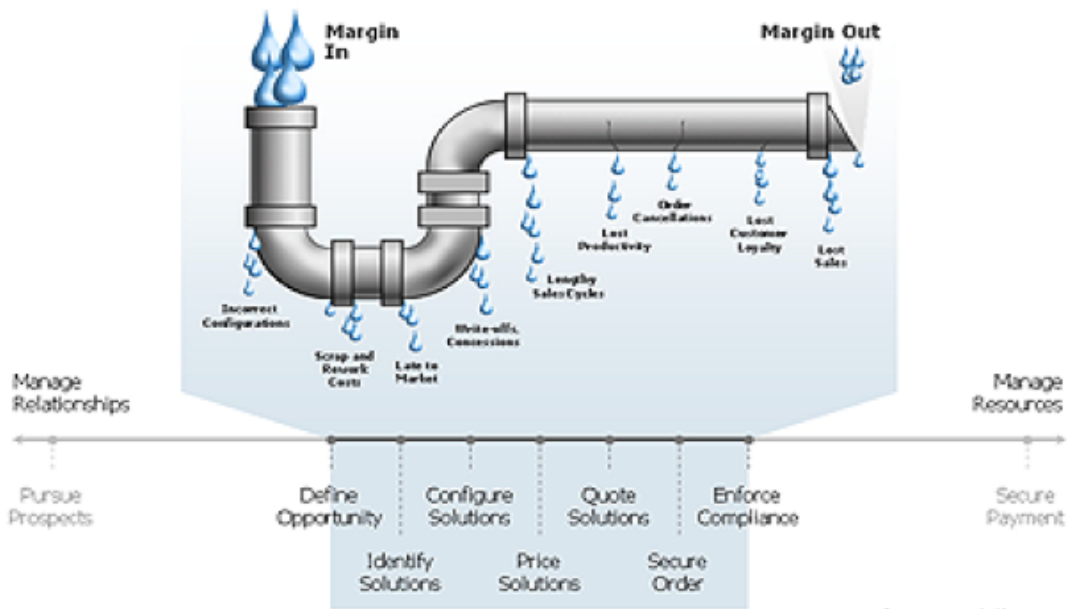




# Illustration



# Illustration

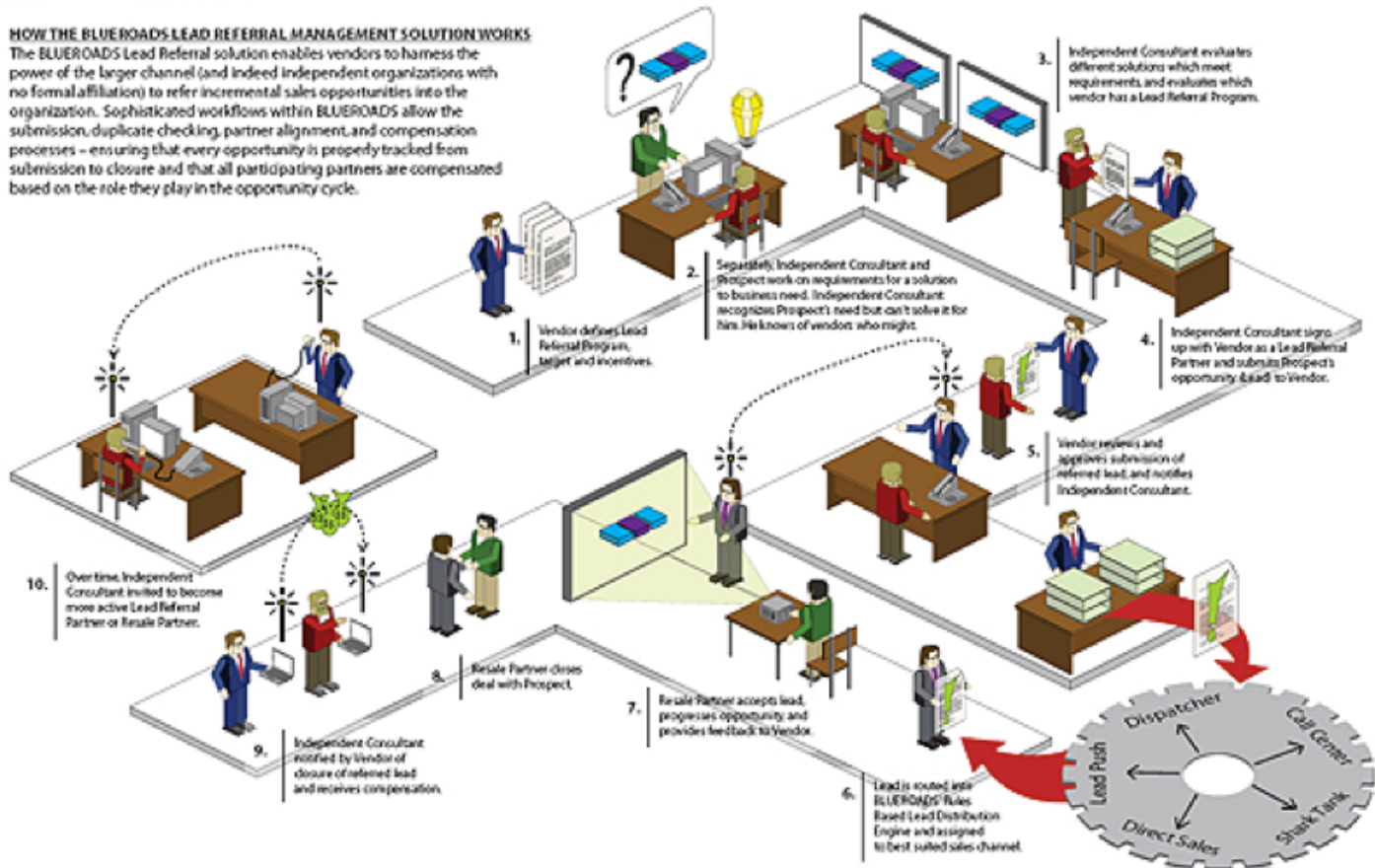


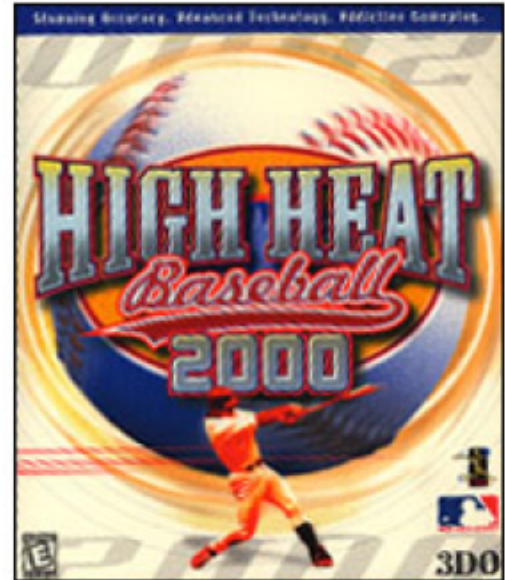
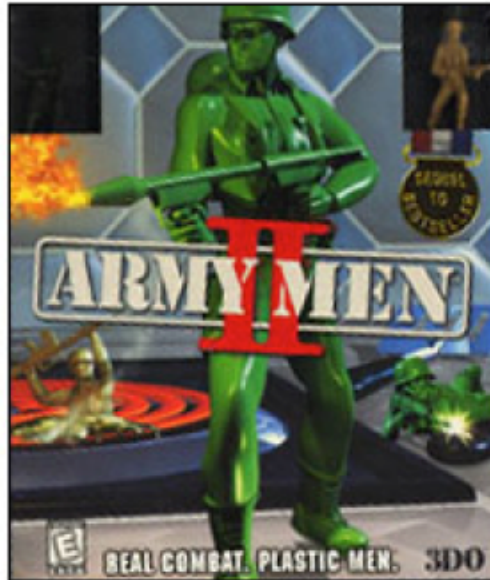
## Lead Referral Process Flow



### HOW THE BLUEROADS LEAD REFERRAL MANAGEMENT SOLUTION WORKS

The BLUEROADS Lead Referral solution enables vendors to harness the power of the larger channel (and indeed independent organizations with no formal affiliation) to refer incremental sales opportunities into the organization. Sophisticated workflows within BLUEROADS allow the submission, duplicate checking, partner alignment and compensation processes – ensuring that every opportunity is properly tracked from submission to closure and that all participating partners are compensated based on the role they play in the opportunity cycle.









## **Thank You**

Please contact me if you have any questions or comments.

Michael Jankowski  
(408) 386-1075

[michael@artisticoutput.com](mailto:michael@artisticoutput.com)