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# Hathaway Dinwiddie Builds a Solid Mobility Foundation with Good for Enterprise

*“The great thing about Good for Enterprise is that it meets our current mobility needs while providing a solid, secure, and manageable platform for future growth.”*

- Jason Warmby, IT Director  
Hathaway Dinwiddie



Hathaway Dinwiddie provides general contracting, and complete project planning and management services in California’s most dynamic markets. For nearly a century, the company has helped the nation’s premier companies and institutions develop landmark structures and quality interior spaces throughout the San Francisco Bay Area, Silicon Valley, and Southern California. For more information, visit: [www.hdcco.com](http://www.hdcco.com).

### The Challenge

Given the nature of Hathaway Dinwiddie’s business, it is critical for company management, site supervisors, and support staff to be able to communicate using voice and information no matter where they are working. It is also important that end users be able to work with the mobile devices that best meet the specific needs of their jobs as well as satisfying their personal preferences.

### The Solution

Early on, Hathaway Dinwiddie began building a strong foundation for mobility based on Good Technology’s mobile messaging solution. In 2004, the company’s IT department recognized the need to allow employees to communicate wirelessly. Hathaway Dinwiddie was an early user of the data-only devices from Research-In-Motion (RIM), but quickly saw the limitations of relying on devices from a single manufacturer.

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| Hathaway Dinwiddie At-a-Glance  |  |  |
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| <p><b>BUSINESS CHALLENGE</b></p> <p>Find a mobility solution that is easy to use, manageable, and secure to make employees more collaborative, productive, and effective.</p> | <p><b>TECHNOLOGY SOLUTION</b></p> <p>Good for Enterprise running on devices from multiple manufactures and carriers provides secure and manageable mobile access to important information.</p> | <p><b>PAYOFF</b></p> <ul style="list-style-type: none"> <li>• Employees are more productive, effective, and efficient.</li> <li>• IT is more productive and can reduce its workload.</li> <li>• The company can empower its mobile workforce to be more collaborative and effective by providing access to information, where and when it’s needed.</li> </ul> |



“The choice to select Good over continuing with RIM was an easy one since we saw the need for our company to be able to choose devices from multiple vendors,” said Jason Warmby, IT Director for Hathaway Dinwiddie. “Good does not bind us in to a single manufacturer and allows our employees to choose the devices that best meet their needs and preferences. Five years later, this continues to be a big advantage Good has over the competition.”

Hathaway Dinwiddie now uses Good for Enterprise which includes Good Mobile Messaging for email, calendaring, and contacts, Good Mobile Control for web-based mobile device management and security, and Good Mobile Access for mobilizing enterprise applications. The company runs Good on devices from various manufactures including HTC, Motorola, Nokia, and Palm, and uses carrier service from AT&T and Verizon.

### The Benefits

End users, especially at the management and executive level, spend a lot of time on the road, at construction sites, and in meetings. “The Good Mobile Messaging component of Good for Enterprise has empowered our executives by giving them real-time access to their calendars, contacts, and emails,” said Warmby. “Overall, they are more in control, more productive, and more effective for the company.”

For example, when an assistant makes a scheduling change from his/her desktop PC, the information is instantly reflected on the calendar in Good Mobile Messaging. The executive can see the change and then focus on the work at hand so valuable time is not wasted.

In addition to having real-time access to information, Good’s Outlook-like user interface allows users to be productive almost immediately. From an IT perspective, Good’s user interface also simplifies training for new users. “The controls are so similar to Outlook, it’s very intuitive for employees to just

pick up a device and start using it without a lot of training from IT,” said Warmby.

Good Mobile Messaging also greatly improves productivity by making it easier to schedule meetings with real-time attendee availability. “In short, Good for Enterprise creates a fully functional mobile communications device,” said Warmby.

When it comes to management, the new web-based Good Mobile Control component of Good for Enterprise makes managing Hathaway Dinwiddie’s fleet of mobile devices fast and easy. As an example, Jason recently read about a fix for the Nokia E71 device on a message board while working on his laptop computer at home. He was able to simply launch a web browser, login to Good Mobile Control, adjust a policy, and that change was pushed out to the devices to address the issue. “Compared to the previous desktop application, Good Mobile Control makes managing our fleet of devices much easier,” said Warmby.

The ease of use of the web-based application also allows the IT department to offload some of its work to others. In the past, device provisioning was done solely by the IT department. Now with Good Mobile Control, the process can be completed by a trusted administrative assistant who has been given the required access and functionality within the management console to be able to provision devices. This saves the IT department valuable time and allows them to focus on other critical tasks for the company.

For Hathaway Dinwiddie, future plans include evaluating which enterprise applications will be useful for employees to access with their mobile devices. While they are in the early stages of evaluating mobile applications, it is good for the company to know it can rely on the same secure, manageable platform when the need arises. “The great thing about Good for Enterprise is that it meets our current mobility needs while providing a solid, secure, and manageable platform for future growth,” concluded Warmby.



#### Good Technology

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