



Open Your Possibilities™

Saving Dollars with Good Mobile Messaging Makes Sense for the Office of the Oregon State Treasurer



“Since we selected Good over BlackBerry three years ago, users have commented that it’s almost impossible to do their jobs without the real-time access to email, calendars and contacts that Good Mobile Messaging provides. Good works just about anywhere our employees are, which helps productivity and improves our bottom line.”

**- Greg Sevdy, IT Manager
Office of the Oregon State Treasurer**

The Oregon State Treasurer’s Office is a highly sophisticated organization with a wide range of financial responsibilities, including managing the investment of state funds, issuing all state bonds, serving as the central bank for state agencies and administering the Oregon 529 College Savings Network. The State Treasurer’s Office is managed like a business, striving to save taxpayers money and earn the highest possible return on investments. For more information, visit <http://www.ost.state.or.us>.

The Challenge

As the organization responsible for managing the investment of Oregon’s state funds, it’s critical for employees of the Oregon State Treasurer’s Office to have the right business tools to get their jobs done no matter their location.

As laptops became lighter and more powerful, employees began bringing their computers to meetings, business trips and even to home to be more productive and responsive. While it was great to be able to work remotely, laptops presented several challenges.

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Office of the Oregon State Treasurer At-a-Glance

BUSINESS CHALLENGE	TECHNOLOGY SOLUTION	PAYOFF
<p>Maximize productivity and responsiveness while reducing IT support costs by replacing laptop computers with the best possible mobile communications solution.</p>	<p>Good Mobile Messaging running on Windows Mobile devices with carrier service from AT&T gives employees real-time access to email, calendaring and contacts so they are more productive away from their desks.</p>	<ul style="list-style-type: none"> • Employees are more responsive and productive allowing them to manage Oregon’s state funds more effectively. • IT spends less time and money supporting complex and costly laptop computers. • Device choice allows IT to provide users with solutions that balance support demands with user needs.



One of the obstacles was the time it took to do simple tasks outside of the office. For example, responding to email messages required powering-up the laptop, establishing a connection, signing into the network, downloading messages, responding and then powering-down the laptop.

From an IT perspective, laptop computers were expensive in terms of hardware and support costs, especially since most users only needed access to their email, calendar and contacts. Laptops were susceptible to crashes caused by operating system and application conflicts, and easily infected with viruses that were difficult to fix and led to employee downtime.

The Solution

To offer a smarter solution for its traveling workforce, the IT division of the Oregon State Treasurer evaluated both Good Mobile Messaging from Good Technology and BlackBerry from Research-In-Motion (RIM).

After a thorough evaluation, the IT team selected Good Mobile Messaging because of its multi-device support. Instead of being locked into one manufacturer, the Oregon State Treasurer's Office was able to provide its employees with choice. In addition, by switching users over from laptops to mobile devices running Good, the group could significantly reduce its laptop support costs.

Good Mobile Messaging was initially rolled out to the Oregon State Treasurer's investment team, who managed a market portfolio of more than \$75 billion. State Treasurer Randall Edwards and his executive staff were also early adopters of the technology. Good has since been deployed to a larger employee base that uses Windows Mobile devices with carrier service from AT&T.

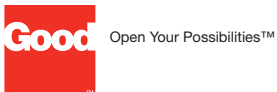
The Benefits

Since its initial deployment, Good Mobile Messaging has improved employee productivity and responsiveness. On a recent business trip, an employee landed with just enough time to make it to her connecting flight. With just her laptop, she wouldn't have had time to check her messages. However, with her smartphone running Good, incoming messages were waiting on her device as soon as the plane landed. She was able to respond to the most important messages even before the plane arrived at the gate.

Finally, Good provides:

- **Rich User Interface**—An intuitive, Outlook-like user interface means employees can be up and running quickly with little or no training.
- **Security**—The Oregon State Treasurer's Office works with a large amount of public funds, so security is of critical importance. Good Mobile Messaging security features such as device wipe and end-to-end encryption have enabled Good to meet the strict security requirements of the State Treasurer's Office.
- **Management and Administration**—Good's Over-the-Air (OTA) capability makes devices easy to deploy and up-to-date with the latest software. Since many employees are on the road the IT staff doesn't see them for months at a time. Without OTA, managing Good would be an arduous task.

"Since we selected Good over BlackBerry, users have commented that it's almost impossible to do their jobs without the real-time access to email, calendars and contacts that Good Mobile Messaging provides," said Greg Sevdy, IT Manager, Office of the Oregon State Treasurer. "Good works just about anywhere our employees are, which helps productivity and improves our bottom line."



Good Technology

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