AirWatch Mobile Email Management Demo

20150713
Let’s Get Started (5 Minutes)

**Introductions**

When beginning a demo, introduce yourself and any supporting AirWatch contacts on the call. Additionally, ask for introductions of the prospect audience.

- Capture names and roles within the organization
- Load information into Salesforce after the demo
- Use this information to map the account

**Background**

After making introductions, ask the prospect to review their project and mobility initiatives. The goal is to validate their requirements for a solution, open dialog with the prospect, and confirm the prepared demo agenda aligns with the prospect’s needs.

- Understand the project background and any mobility initiatives
- Discover the landscape for any partners or competitors
- Review project timelines and goals for deployment
- Understand current device population
  - Device types, counts, ownership
  - Email configuration
  - Applications deploying
  - Content requirements
  - Containerization approach

**Review the Agenda for Call (1 Minute)**

- Presentation (5 Minutes)
- Product Demo (15 Minutes)
- Questions (10 Minutes)
Quick Presentation

Sales Kit

- Download a copy of the relevant presentation from myAirWatch Sales Kit
- Rearrange or delete slides to meet specific needs of your demo
- Add slides from other approved Sales Kit presentations if needed

Explore AirWatch

Demo Preparation

- *Have your device pre-enrolled before your demo. This demo is designed for an Android device but can also be shown with an iOS device.*
  - Android
    - **Environment:** demo.awmdm.com or demo2.awmdm.com
    - **Group ID:** Exec
  - iOS
    - **Environment:** demo.awmdm.com or demo2.awmdm.com
    - **Group ID:** Inbox
- Please review the [Demo Device Mirroring Guide](#) for help on how to display your device during a demo
- Have tabs already open for Console for easy navigation
Demo Outline

AirWatch Inbox
Show on Android device
Key Discussion Points:
- Fully containerized email management solution for iOS, Windows 8 RT/Pro, and Android devices
- Provides unified user experience across all platforms
- Support for 16 languages shows AirWatch Inbox can scale to a global audience
- Data in transit and at rest is encrypted with AES 256-bit encryption.

Email Integration

Deployment Models
Show on Android device
Key Discussion Points:
- Deploy mail configuration over the air using one of the below models:
  o Proxy Model (Secure Email Gateway)
  o PowerShell Model
  o Google Model
- Also, ability to deploy certificates for user authentication

AirWatch Inbox
Show on Android device
Key Discussion Points:
- Corporate email, contacts, and calendars separate from the native email client on the device separating work and play
- Able to whitelist or blacklist specific domains. For example, when sending email to @gmail.com account users is blocked
AirWatch Inbox
Show on Android device
Key Discussion Points:

- All account information, including email password, and message information such as the message body is encrypted when written to the application database.
- Advanced data loss prevention (DLP) capabilities such as requiring attachments to open into Secure Content Locker and requiring hyperlinks to be opened in AirWatch Browser.
- Ability to encrypt all attachments, restrict size of attachments, and more

Email Dashboard
Switch to AirWatch Admin Console
Key Discussion Points:

- Real-time summary of the status of the devices connected to the email server for visibility into your mobile email deployment.
- The Email dashboard presents both real-time and historic data, which allows administrators and company executives to instantly react to real-time data and to perform long-term data analysis on corporate mobile activity.
- View number of devices per MEM configuration, last seen status, device type breakdown, and more
Email List View
Show on AirWatch Admin Console
Key Discussion Points:
- Administrators can whitelist or blacklist individual devices and view device status including managed/unmanaged/compliant/non-compliant/blocked/allowed
- Displays detailed information including last request the device had for the mail server, the email configuration, mail client, and last command.

Email Compliance Policies
Show on AirWatch Admin Console
Key Discussion Points:
- Customize email compliance actions and policies
- Block email access based on make, model, OS, compromised status, encryption status, and more

Security Policies
Show on AirWatch Admin Console
Key Discussion Points:
- Encrypt & allow, block, or allow attachments without encryption. Ability to customize settings based on file type, device type, and more
- Require hyperlinks to open in AirWatch Browser
Enterprise Wipe

*Show on Android device*

**Key Discussion Points:**

- Corporate apps, web clips, content removed from device after enterprise wipe
- No access to corporate email, calendars or contacts

**Demo Next Steps**

- Ask the audience for questions
  - For example, Is there anything in particular you would like to see more of?
- Encourage signing up for a free trial
- Discuss and confirm next steps and deliverables
  - Make sure there are actionable deliverables
  - Set timeline then meet and exceed timeline
- Send a follow up email after the demo
  - Say Thank You for Your Time
  - Confirm any follow up steps and timelines