

FINANCIAL SERVICES FIRM BRINGS BALANCE TO WORKFORCE WITH BLACKBERRY

Industry

- Finance

Region

- Asia Pacific

Solution

- BlackBerry® Enterprise Service 10 (BES10)
- BlackBerry® 10 smartphones
- BlackBerry® Balance™ Technology

Financial Technologies (India) Limited (FTIL) understands the importance of keeping people in touch with data in real-time. The company delivers technology that connects buyers and sellers through financial exchanges. It introduced India's first derivatives trading platform and today it supports a large network of exchanges, connecting the fast-growing economies of Africa, Middle East, and India. Since its founding in 1988, FTIL has grown to over 1,000 employees.

The Challenge

Financial markets move fast. Decisions need to be made instantly; communication needs to be secure and always-available.

With exchanges stretching across several time zones, FTIL's workforce needs to stay constantly connected to deliver around-the-clock operations. That means that work regularly leaves the four walls of the office — blurring the lines between staff's personal and work lives. Knowing it asks employees to work in off-hours, FTIL looked to offer their team one device that could be used for both work and personal use.

No matter where and when FTIL's team are working, though, all data must be secure. As a company dealing with sensitive data, FTIL cannot afford for information to leave the office network.

The Solution

As an early adopter and long-standing customer, FTIL looked to BlackBerry to provide the balance of security, productivity and usability that they require. BlackBerry responded with a solution that includes BlackBerry 10 devices and BlackBerry Enterprise Service (BES10).

FTIL upgraded from BES5 to BES10, providing the IT team with a unified device management and security platform. At the same time, the deployment of BlackBerry 10 devices incorporating BlackBerry Balance enabled the company to help its workforce reclaim more personal space. Many companies like FTIL are recognizing the advantage of migrating to BES10. As of May 2014, there have been nearly 33,000 commercial and test servers installed. And, numbers are growing.

Customers are choosing BES10 for many reasons, including BlackBerry's legendary security.

"The BlackBerry platform ensures that there is no compromise with work data and security," explained FTIL's Senior Vice President IT, Rohit Ambosta. "We appreciate the capabilities and flexibility that only BlackBerry can provide."

One Device Does It All

The BlackBerry 10 devices have also been well received by users, providing invaluable support when other technology has failed.



"We are happy with our BlackBerry devices and their newest platform which has enabled easy segregation of work and personal activities. Downloading apps has never been so convenient and even from a normal user's perspective the segmentation is clear."

Rohit Ambosta

Senior Vice President IT
Financial Technologies (India) Limited



FTIL staff is pleased by the time saved by using their BlackBerry 10 smartphones to deliver presentations in the boardroom, without needing to transfer them onto a laptop in advance.

Rohit's team also appreciates the wide range of administrative tools and policies available through the BlackBerry Enterprise Service 10 platform, providing the usability FTIL employees want while ensuring data security.

According to Strategy Analytics, another benefit for companies like FTIL is the BlackBerry solution's combination of capability and a low total cost of ownership. In a recent study, the industry analyst concluded that "...BlackBerry is a strong choice for companies seeking lowest cost of ownership, particularly when there is also a need for a high level of trusted security."¹

For Rohit, BlackBerry has kept his users satisfied, productive — and secure.

"We are happy with our BlackBerry devices and the BlackBerry 10 platform which has enabled easy segregation of work and personal activities," said Rohit. "Downloading apps has never been so convenient and even from a normal user's perspective the segmentation is clear."

For a real-time organization, BlackBerry 10 devices have brought FTIL valuable time savings, enabling the workforce to act faster. At the same time, workers can use their preferred BlackBerry device for work and personal use, without compromising company security. Overall, the solution has delivered the balance, flexibility and security FTIL needed to maintain organizational agility in an ever-changing market.

Key Benefits

- One device for work and personal use
- Security suitable for financial services industry
- Increased productivity for employees

www.blackberry.com/go/success

¹ Strategy Analytics, Enterprise Mobility Management: A review of Total Cost of Ownership, May 2014

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