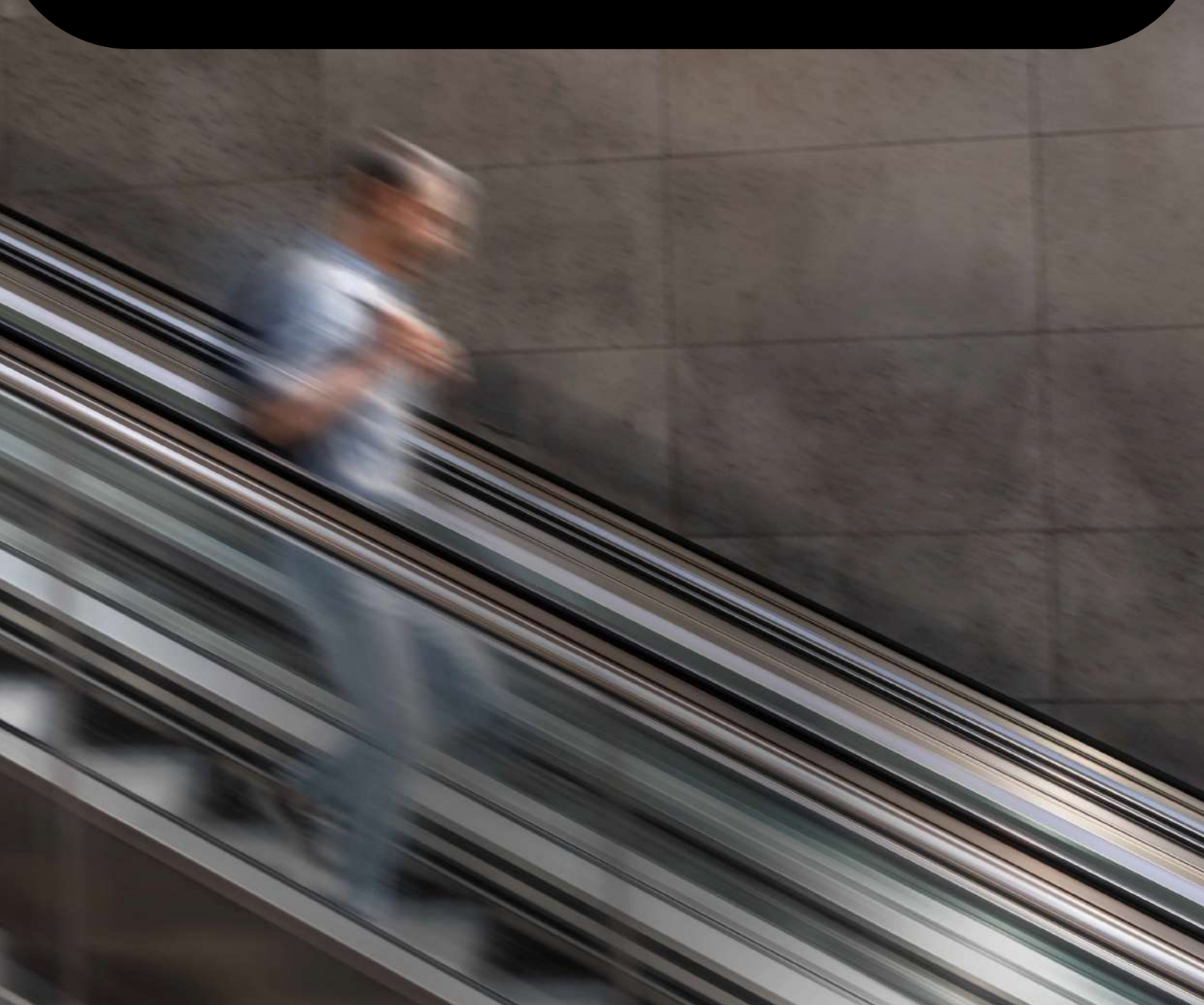


SAMSUNG



**Are you using
the right work
devices for
your business?**



Future-proofing your enterprise for the road ahead

Our world is more connected than ever, and the past two years have accelerated the rate at which we rely on technology for everyday business.

Going online for work, entertainment, socialising and shopping has now become the standard. These changes have spurred demand for newer, better technology that can keep pace.

Organisations must future-proof themselves to keep up with the rigours of an increasingly digital world. One key area many are looking at is business mobility — a pivotal aspect of digital transformation. According to one study, 88% of organisations plan to invest in business mobility over the next few months.¹

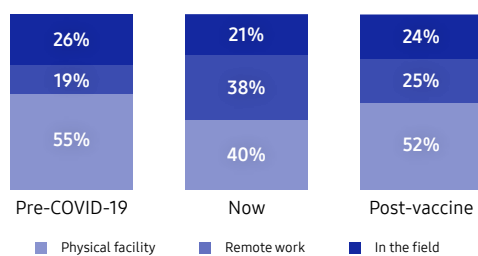
The future of your business will depend on how you respond to changing situations. Hasty reactions could potentially cause you to lag behind. To thrive, businesses will need to be proactive and prepare for the challenges of the next normal. There are three areas of consideration:

73% of CEOs in Asia-Pacific recognise the importance of digital transformation. Hence, they are focusing on:



1. Crisis response. It's important to design an integrated crisis management plan to weather future uncertainties. This means rethinking or altering business strategies to swiftly mobilise your team. Once planning is complete, share it with the entire team and provide the necessary training to upskill your employees. When everyone is on the same page, it fosters a culture of resilience. This strengthens communication and breaks down silos that otherwise hinder a coordinated response.

Asia/Pacific shift in work location over time³



2. Hybrid workforce. Long before the pandemic, 45% of Asia/Pacific employees were already working remotely. This trend is likely to continue as the freedom to work from anywhere has resulted in a motivated, mobile workforce. One study projected that the number of organisations implementing a remote working policy will increase from 49% pre-COVID to 73% post-pandemic.³ But working remotely requires more than policy changes. Employees need the right tools to do their jobs wherever they are — from powerful mobile devices to effective cybersecurity measures.

3. A changing technology landscape. To support dispersed teams, leaders need to enhance IT infrastructures, such as investing in cloud capabilities to enable streamlined data access and mobile technologies.

When it comes to mobile technologies, consider the following: Scalability, fleet management, and maturation. First, your IT infrastructure must be able to keep up with business growth. Second, to simplify IT processes, it's worth investing in devices that operate on the same platform. Finally, mobile technologies should have continued support and upgrades from solution developers. This way, you can be assured your technology investments have a positive Return on Investment (ROI).

In this report, we explore how you can future-proof your business. Plus, how Galaxy Enterprise Edition kickstarts the process in a fast and seamless way.

¹ "Future of Work: Device Convergence Empowering Next-Generation Mobile Workers", IDC Infobrief, February, 2020

² "5G: Ushering in the New Era of Mobility", IDC Infobrief, April, 2020

³ "The Hybrid Workspace: Enabling Security and Mobility for an Agile Workforce", IDC Infobrief, January, 2021

8

ways to embrace a better normal

Digital transformation is a constant work-in-progress. Jumping the gun won't cut it. Instead, a strategic, long-term approach is essential to integrate new and emerging mobile technologies into your business.

1. Develop a future-proof roadmap

Evaluate which of your processes will be impacted by mobile technology. Prioritise processes that have a strong business impact, be it on employee workflows or customer experience.

2. Digitise traditional processes

Replace manual processes with technology to increase efficiency. Instead of pen and paper, mobile devices like tablets can save time and reduce human errors.

3. Identify current gaps

Seek feedback from digitally savvy experts, teams and customers on existing processes. Have them pinpoint weaknesses in your workflow, discuss viable solutions, and plan trials for changes.

4. Calculate IT ROI

Your choice of metrics should align with business goals and cover a broader set of factors. Think cost efficiency, employee retention, improved production quality, and customer experience.

5. Remain transparent about changes

Clear communication is essential during a digital transformation. Update your teams and stakeholders on the benefits of change and the expected impact.

6. Mobilise your hybrid workforce

Equipping teams with a singular mobile device allows your IT admin to better manage a dispersed, hybrid workforce. The key is to start small with scalable mobile technology, so it'll stay relevant and reliable as your business grows.

7. Strengthen cybersecurity

Security vulnerabilities are disastrous for businesses. Ensure your mobile technology has tools to counter malware and malicious threats, as well as deploy regular patch updates. Should incidents happen, IT teams can react quickly and use said tools to mitigate damages.

8. Foster a learning culture

Keep your teams engaged. Cultivate a growth mindset in your organisation to help employees readily adapt to new forms of technology.

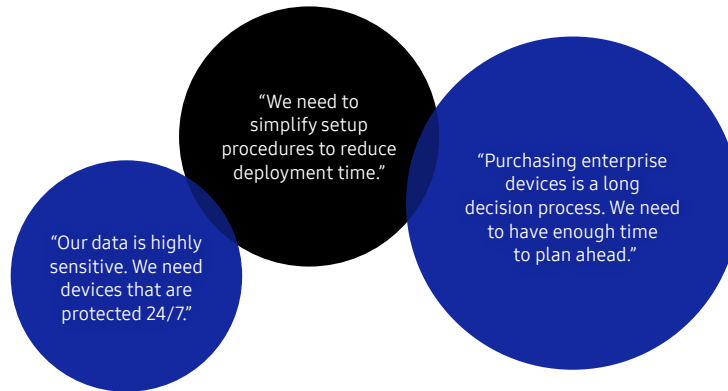
Future-proofing your business can be tricky. Leaders must balance business needs with present-day concerns and future challenges. Therefore, it's vital to make focused decisions on mobile technology investments. The wrong devices and solutions lead to frustration and inefficiency. The right devices and solutions empower teams to work anywhere, both productively and securely.



Choosing Galaxy Enterprise Edition for your business

Challenges leaders face today

When it comes to deploying the right devices, leaders tend to have similar concerns. No matter the industry, issues about security, manageability, and product lifecycle often spring up.



Galaxy Enterprise Edition¹ is a comprehensive package of mobile technology and services designed for businesses.

It's available for smartphones and tablets, from the Galaxy S21 Series 5G to the Tab Active3. Compared to the consumer version, Galaxy Enterprise Edition features a wide range of capabilities that offer more flexibility, control and protection for business users.

Enhanced Product Lifecycle

Galaxy Enterprise Edition devices have a long 2-year device lifecycle.² Expand your mobile fleet with the same devices and experience better business continuity.

Extended Security Support

With Galaxy Enterprise Edition devices, you get up to 5 years of regular security patch updates³, to protect your business from cyber threats.

All-in-one Knox Package with Knox Suite

Galaxy Enterprise Edition devices come with a free 1-year licence for Knox Suite⁴ — a consolidation of end-to-end solutions for security, productivity and manageability.



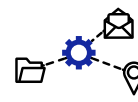
Secure

Keep your business safe from malware and malicious threats with Knox defence-grade security.



Deploy

Remotely configure devices according to your needs, and deploy directly to your teams. Settings are applied once devices are switched on.



Manage

With features built to manage all product lifecycle stages, your devices are always under IT control, anytime, anywhere.

¹ This material is based on the product roadmap of the year 2021. The above feature package is included with all Enterprise Edition models. Product roadmap decision is subject to change depending on the market situation.

² The 2-year product lifecycle assurance begins from the global launch of each product. 3-year product lifecycle for Tab Active3, Tab Active Pro. Product lifecycle guarantee confirmed with regional forecast per device.

³ Samsung Galaxy Enterprise Edition devices start receiving Security Maintenance Release (SMR) updates on the same day the monthly Android Security Bulletin is released. For selected open variants of S20 series, S21 series, Note 20 series, XCover5, and A52, the monthly SMR is released by the end of the month with no skip policy.

⁴ Knox Suite consists of Knox Manage, Knox Platform for Enterprise, Knox Enterprise Firmware-Over-The-Air (E-FOTA) and Knox Mobile Enrolment. Knox Suite is renewable with additional cost from the second year.

When should you consider Galaxy Enterprise Edition?

If you face any of these challenges during your transformation process, here's how Galaxy Enterprise Edition can help.

Increased cyber threats

Cyberattacks happen daily and put our customers' data at risk. As our employees work remotely, their mobile devices become more vulnerable to such attacks. We need our mobile fleet to be protected at all times.

Solution: All Galaxy Enterprise Edition devices offer up to 5 years of security maintenance release.¹ This means you get predictable, scheduled monthly or quarterly updates, which guarantee stability and continuity for your mobile fleet.

With Knox Suite, you'll get access to:

- Knox Mobile Enrolment for seamless deployment
- Knox Manage for remote management monitoring
- Knox Enterprise Firmware-Over-The-Air (E-FOTA) for remote control over firmware updates

Firmware disruptions and incompatible apps

Our employees use business apps on company-issued mobile devices. But the latest firmware may not be optimal, resulting in incompatibility issues.

Many employees also tend to delay or neglect security firmware updates. They find the process time-consuming or confusing.

Solution: Knox E-FOTA enables you to manage firmware versions on Samsung mobile devices to maximise cost efficiency. It ensures the latest security patches are regularly deployed to your fleet.

Your IT admin can also test updates before deployment, ensuring compatibility between in-house apps and new OS versions.

Long roll-out period

Typically, it takes 6 to 12 months to select the right mobile devices. It's a long and tedious process. We don't have the luxury to frequently test and introduce new mobile devices.

Solution: Galaxy Enterprise Edition devices are available on the market for a minimum of 2 years from the global launch.² This gives businesses enough time to plan ahead, test, purchase and deploy.

The long product lifecycle also means they'll be available when you need to add more devices to your fleet — ensuring business continuity.

Difficulty in customising and configuring devices

We have offices in many different locations, and a majority of our employees work in the field or on the go.

Every new device goes through extensive customisation. It takes a long time to ensure the right apps are deployed to the right workers.

Solution: Knox Suite is an all-in-one package that gives your IT admin the tools to address business needs throughout the entire device lifecycle.

They can easily secure, deploy, and manage mobile apps and devices for business use.

They can also push work profiles, device policies, and updates over the air — allowing employees to stay productive.

¹ The 2-year product lifecycle assurance begins from the global launch of each product. 3-year product lifecycle for Tab Active3, Tab Active Pro. Product lifecycle guarantee confirmed with regional forecast per device.

² Samsung Galaxy Enterprise Edition devices start receiving Security Maintenance Release (SMR) updates on the same day the monthly Android Security Bulletin is released. For selected open variants of S20 series, S21 series, Note 20 series, XCover5, and A52, the monthly SMR is released by the end of the month with no skip policy.

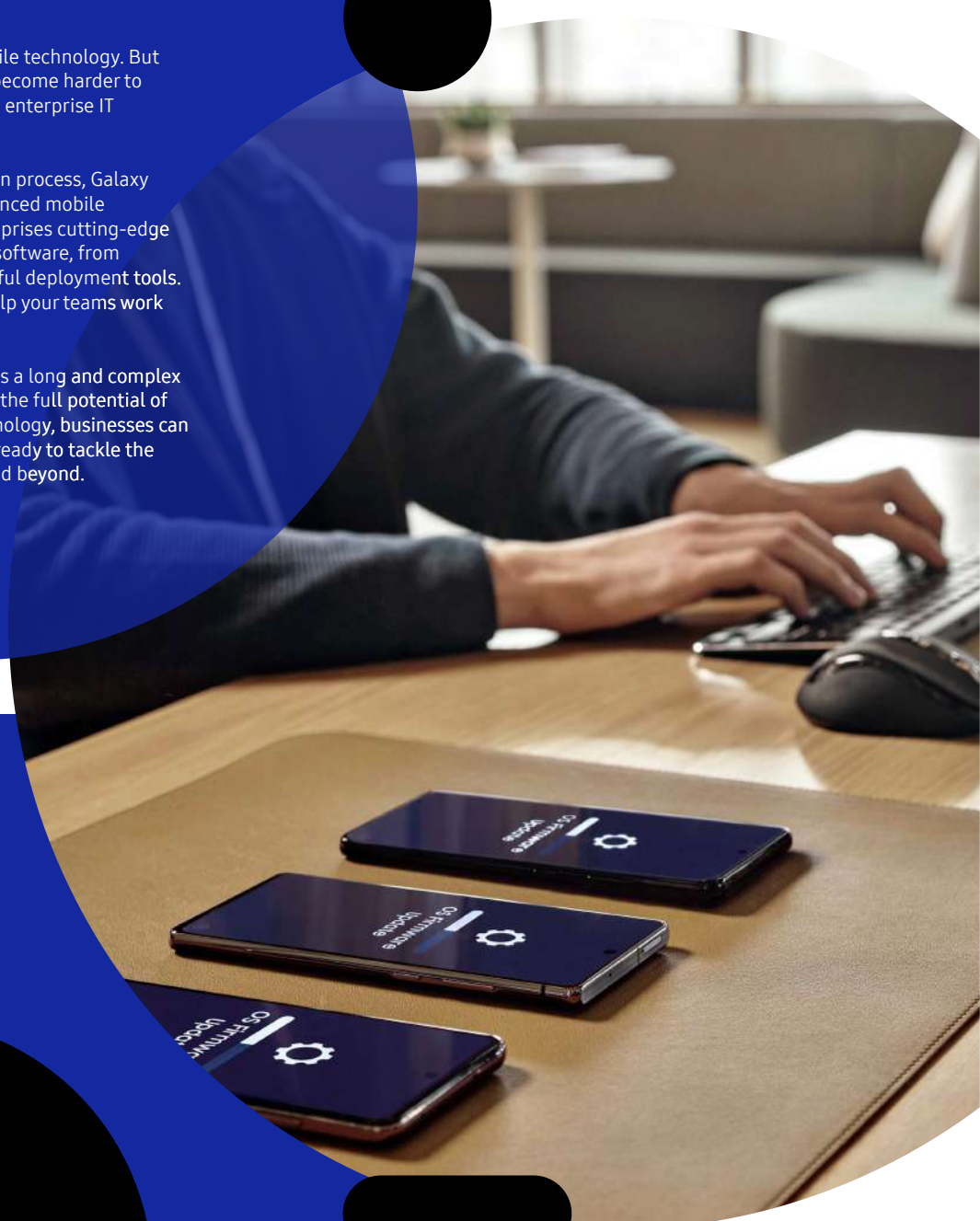
Conclusion

Our world is more connected than ever. And yet, it's equally uncertain. Leaders recognise the urgent need to future-proof their organisation — starting with business mobility.

One approach is to invest in mobile technology. But with a volatile landscape, it has become harder to integrate such technology within enterprise IT infrastructures.

To streamline your transformation process, Galaxy Enterprise Edition offers an advanced mobile experience for businesses. It comprises cutting-edge devices, packed with innovative software, from defence-grade security to powerful deployment tools. These devices are designed to help your teams work better and smarter.

Future-proofing your enterprise is a long and complex process. However, by harnessing the full potential of the right enterprise mobile technology, businesses can emerge stronger. And this time, ready to tackle the challenges of the next normal and beyond.



Introducing the Samsung device portfolio

Samsung offers a wide range of smartphones and tablets, tailored for every industry. For more information on each device, visit www.samsung.com/business/mobile

S Series

Get the ultimate working experience with our most epic devices.



Galaxy S21 Ultra 5G



Galaxy S21+ 5G



Galaxy S21 5G



Galaxy S20 FE

Z Series

Unfold your potential with our foldable smartphones.



Galaxy Z Fold3



Galaxy Z Flip3

A Series

Get more done with awesome capabilities at affordable prices.



Galaxy A12



Galaxy A32



Galaxy A52



Galaxy A72

XCover Series

Built for rugged conditions, perfect for your teams on the frontline.



Galaxy XCover 5



Galaxy XCover Pro

Tab Active Series

Powerful, portable and ready to follow you into the field.



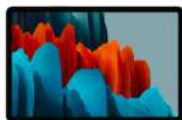
Galaxy Tab Active3



Galaxy Tab Active Pro

Tab Series

Upgrade the way you work with bigger, better and faster devices.



Tab S7



Tab A7



Tab A7 Lite

Watch Series

Style, comfort and smartphone-level productivity, all on your wrist.



Galaxy Watch4 Classic



Galaxy Watch4

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