

SAMSUNG

SAMSUNG ELECTRONICS HELLAS

OPTIMIZE HOTEL OPERATIONS

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Samsung for Business

Built for the new way business is done

Partner's Ecosystem

Vertical Industries

TWIN SOFT

Hospitality Solutions



Orexsys



Orexsys

Knox Platform

Security / Management

Samsung Devices

Knox Device Platform

Provisioning
/ Deployment

Configuration/
Business Continuity



Samsung Ruggedized

- IP68 & MIL STD 810G
- Changeable Battery
- Glove Touch
- Programmable Key
- Push to Talk



Galaxy Enterprise Edition

More Choice, Greater Control, Increased Reliability,
Improved Simplicity, More Value



Knox Configure

Configure your mobile fleet straight out of the box.



E-FOTA on MDM

Easily manage and schedule updates across your Samsung fleet.

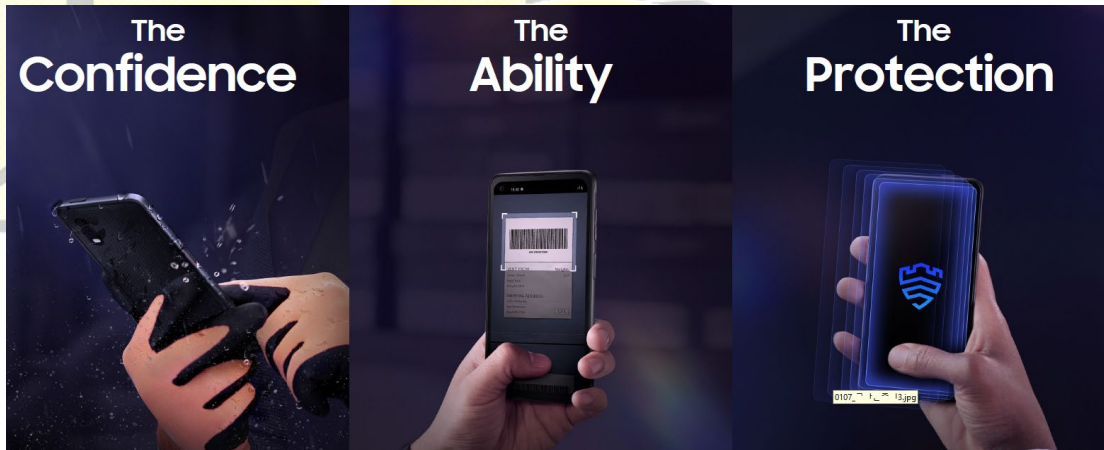
Extended Product Lifecycle

Maintain a consistent fleet of Samsung devices.



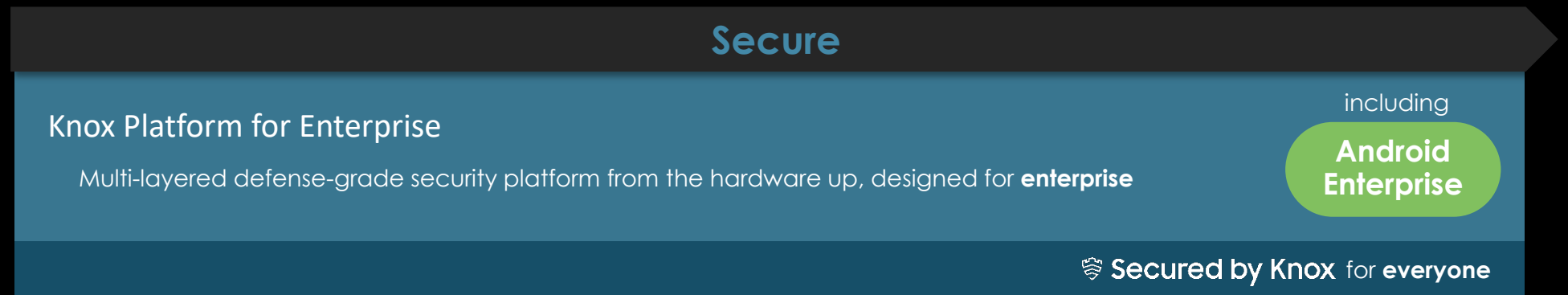
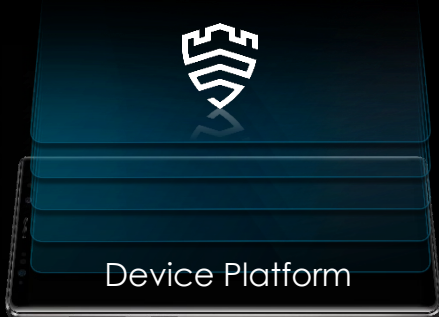
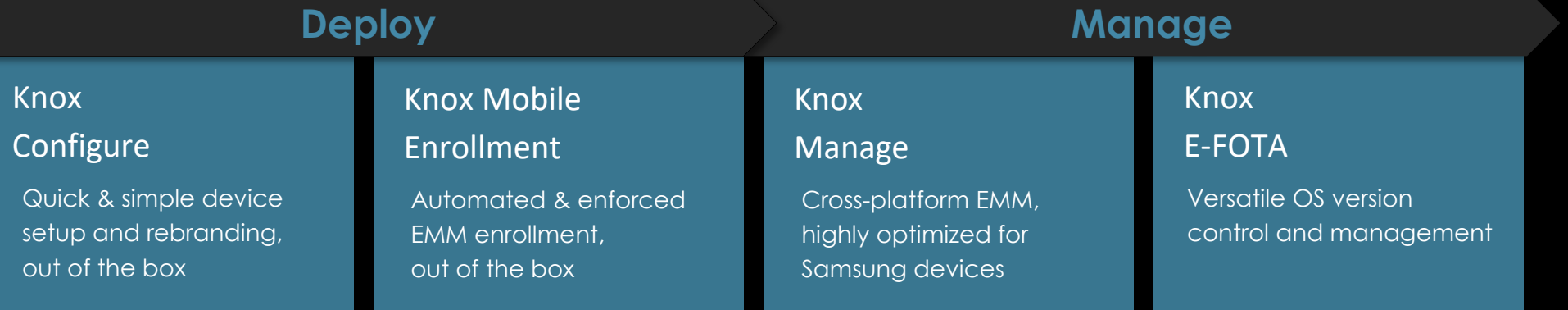
4 Year Security and Maintenance Releases

Stay ahead of security threats.



Mobile Device Journey

Comprehensive suite of enterprise mobility solutions for security, manageability and productivity



Mobile Solution Partner Ecosystem

Discover, Build, Go-to-market, Grow



Partner Program

Software
Customization
Services

Direct Access to
Samsung Mobility Experts
& Development Tools

Promotion

Eligible for Internal
Promotions to
Samsung EU Teams

Co-Marketing
Opportunities

Joint Go To Market
Plan



The Challenge

Mobile phones are more critical than ever for productivity, but growing security threats make managing and maintaining a large fleet of mobile devices challenging for IT teams.

Security is the top mobility challenge most enterprises face

Q: What are the main criteria when choosing what smartphone your company would support?

40% Strong Security

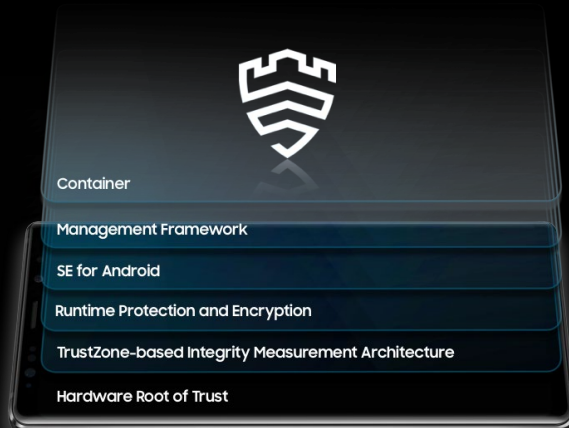
36% Device Reliability/Capability

Q: Which of the following mobility technology deployment issues has your organization experienced?

40% Security Compliance Issues

36% Version Control Issues between OS and app

Source: IDC 2019 US Enterprise mobility decision maker survey



93% of business require mobile security but only 14% have implemented

Enterprises in hospitality are increasingly deploying dedicated corporate owned devices for specific mobile workflows

Source: IDC U.S. Business Use Smartphone Forecast, 2019–2023



A dark, low-key photograph of two business professionals shaking hands. The person on the left is wearing a suit and a watch, while the person on the right is wearing a dark blazer. In the background, another person is visible but out of focus. The overall mood is professional and formal.

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Thank you