

DATE

May 24, 2014

SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Joel Strauch

Managing Director

DC Advisory advised LetMobile on its sale to Landesk



New technologies signal industry shift from mobile device-centered security to a user-oriented mobile approach.

SALT LAKE CITY, UT and LAS VEGAS, NV – Today at Interchange 2014, LANDESK announced its acquisition of LetMobile and the introduction of application wrapping technology. With this acquisition, LANDESK is moving aggressively to assist enterprise IT and security teams to address modern user work styles by extending security from the mobile device itself to the content and applications.

Today's workers no longer draw a distinction between work and personal computing environments. Professional and personal domains intersect throughout the day and into the evening, with little regard to time or place. This dynamic has cemented a new reality: corporate-issued devices get used for personal activities and personal devices are used for work. LANDESK believes this reality is driving a need for a new approach to enterprise mobility management – one with solid security fundamentals to protect businesses and ultimate flexibility to provide the experience users now expect.

We are pleased to welcome LetMobile into the LANDESK family. Today's actions represent significant progress towards our strategy as the global authority on user-oriented IT. It underscores our focus on delivering the latest innovations in mobile security. By giving enterprise IT and security teams the ability to manage risk by securing mobile email, content and applications, while not getting in the way of users doing their jobs as efficiently as possible, we are helping our customers strike the perfect balance between user freedom and corporate responsibility. Enterprise mobility management should no longer be viewed as a one-

size-fits-all exercise. Users today have varying mobility requirements that depend on their specific role, work style, and location. The situations are different and the solutions need to be as well. With the acquisition of LetMobile and the announcement of our application wrapping technology we are recognizing that it is not about the device anymore; it is about the user, data, and apps.

Stephen Daly
CEO of LANDESK