

# Compassion Australia Deploys BYOD Initiative using AirWatch

## The Challenge

For non-profits, resources must be examined closely and budgets spent responsibly. If executives want to utilize a new technology, first and foremost, it must be cost effective. Non-profits need to show their donors that smart decisions are being made to support the charitable organization's mission. The purchase and maintenance of mobile devices for employees are often cost prohibitive. However, a Bring Your Own Device (BYOD) plan offers an alternative solution for employees to access organizational information securely from their personal devices while avoiding the high costs associated with devices. Compassion Australia needed to offer a viable solution that allowed access to email and support for multiple platforms.

## The Client

Compassion is an international child development organization working in 26 developing countries. The organization partners with local Christian churches across Africa, Asia, and Central and South America and support is largely drawn through one-to-one child sponsorship. This year, Compassion Australia reached a record 100,000 beneficiaries which included mothers and babies, children and university students. Compassion Australia often works with other Compassion international partners to collaborate on strategy. Because of long distance collaboration, mobile tools needed to be adopted. Mobile devices offered Compassion employees and partners the ability to access information remotely. Compassion discovered AirWatch® through a leading analyst report, and by testing several solutions to see which met the organization's needs. AirWatch provided Compassion comprehensive and robust MDM functionality at a cost-effective price.



### Solution Overview

- Customer: Compassion Australia
- Industry: Non-profit
- Geography: Australia, New Zealand
- Features: MDM, BYOD
- Devices: 1-500



## The Solution

Compassion knew it needed to support different device platforms since employees use various consumer devices. Employees needed access to emails and presentations when they were out in the field. "We pride ourselves on empowering people with technology that they are happy and comfortable using," said Blessing Matore, Application Support Specialist at Compassion. "This made BYOD the natural choice, and, thankfully, AirWatch could provide that." Matore also values AirWatch because of the simplicity. "There is very little management involved from our side," he said. "Deploying exchange settings and guest Wi-Fi access is easy."

AirWatch also saves Compassion money, which is critical for a non-profit organization. "AirWatch has cut our phone bills in half because users are now responsible for their data plans," says Matore. "We provide a stipend, but we save money by allowing users to manage their plans. We also save money by not having to buy the actual devices. BYOD through AirWatch has been instrumental in maintaining a balanced budget." AirWatch allows Compassion to budget for mobile tools strategically and maximize their outreach to donors for children. The ability to safely and responsibly manage technology is important for charitable organizations, and AirWatch is a key piece to the puzzle.

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Application Support Specialist,  
Compassion Australia

