



FOR IMMEDIATE RELEASE

Contact [iGillottResearch, Inc.](http://www.igillottresearch.com)

Iain Gillott

Office: 512-263-5682

iain@igillottresearch.com

iGillottResearch Concludes: Wireless Device and Application Management Becoming a Serious Concern for IT Managers

Implications of New Trend Examined in Quarterly Enterprise Wireless & Mobile ROI Study

AUSTIN, Texas, January 22, 2002 – iGillottResearch, Inc., a market strategy consultancy based in Austin, Texas, found that the ability to remotely manage mobile devices and applications is a major concern for IT managers at corporations that have deployed wireless and mobile solutions. . The findings are detailed in the latest report from iGillottResearch's quarterly Enterprise Wireless & Mobile ROI study.

"IT managers must be able to remotely control access to the device, or to specific applications on the device. And if the device is lost or stolen, they have to be able to remotely delete sensitive data," says Iain Gillott, founder and president of iGillottResearch, Inc. "Solutions that enable this functionality are available today, but they are not widely implemented."

Since September 2001, iGillottResearch has completed more than 64 case studies of enterprises using wireless and mobile applications. The results of this research are presented in a series of reports and as a detailed return on investment (ROI) model that incorporates numerous scenarios for the enterprise considering wireless and mobile solutions.

iGillottResearch believes that remote device and application management will become as crucial an issue for the mobile enterprise in 2003 as security was in 2002. As the number of employees using wireless and mobile devices increases, so too does the range of devices that must be supported. There is also a greater risk that a device containing sensitive information will be lost or misplaced.

If the wireless and mobile industry does not support remote device and application management, then some enterprises and corporations will be reluctant to implement wireless and data solutions, even though the benefits of those solutions have been clearly demonstrated.

About iGillottResearch, Inc.

Based in Austin, Texas, iGillottResearch Inc. is a market strategy consultancy that conducts research on major wireless technology and business issues and the return on investment (ROI) for enterprise collaborative applications and solutions. A more complete profile of the company can be found at www.igillottresearch.com.

Contact for iGillottResearch, Inc., and Enterprise ROI:

Iain Gillott
Office: 512-263-5682
iain@igillottresearch.com

Contact for Enterprise Wireless & Mobile:
Matthew Vartabedian
Office: 773-755-5458
mattv@igillottresearch.com

Contact for Wireless & Mobile Industries:
Charul Vyas
Office: 512-282-0161
charulv@igillottresearch.com