

# Global Accounting Firm Baker Tilly Virchow Krause, LLP Runs the Numbers; Chooses AirWatch

## The Challenge

In 2011, estimates found that the typical data breach costs a company \$5.5 million in data recovery costs.<sup>1</sup> For a leading global accounting firm, this kind of potential loss did not fit into their budget. Named one of the top 20 largest accounting and advisory firms in the United States, according to Accounting Today's "2012 Top 100 Firms," Baker Tilly provides full service accounting and advisory services for to global customer base.<sup>2</sup> In recent years, Baker Tilly broadened its service offerings and expanded its geographic reach into emerging markets around the globe. To stay at the forefront of industry trends, the company makes certain to stay current on best practices and cutting edge technology. Baker Tilly's commitment to providing their employees and clients a world-class experience led them to implement a mobile strategy that is rare in today's finance community.

## The Client

Prior to implementing AirWatch®, Baker Tilly had a legacy infrastructure using antiquated methods for email and calendar synchronization. When the IT department began fielding requests from employees wishing to use various mobile devices, they knew it was up to them to choose the right management solution. As Matt Jennings, director of technology at Baker Tilly, began evaluating the firm's existing mobile strategy, he realized that integrating with a wider variety of devices was critical to expanding their fleet and meeting the demand of employees. Once the firm decided to open their corporate practice up to non-legacy devices, they needed to develop a set of criteria for measuring third-party solutions.

"After approving our employees to use non-legacy devices, we were immediately challenged with managing those devices and maintaining the level of security," said Jennings. "The primary concern was providing a management solution that worked with our strong authentication systems and allowed for provisioning and management of non-legacy devices."



Accountants and Advisors

### Solution Overview

- Customer: Baker Tilly
- Industry: Accounting
- Geography: North America
- Features: MDM
- Devices: 1-500



Jennings and his team set out to identify the best partner to manage their mobile environment, looking closely at solutions that would enable the firm to honor their client’s requirements regarding data security. They also needed the capability to visualize their entire mobile environment from one central location.

## The Solution

AirWatch met Jennings’ specific needs, and Baker Tilly began rolling out the solution suite through AirWatch’s cloud deployment option. It was the best option due to the speed of implementation and the easy transition from the solution trial to full scale management. In just under five months, the firm enrolled 450 approved mobile devices with AirWatch and integrated with internal certificate authorities using SCEP, internal Active Directory and ActiveSync as provided by the Exchange 2010 infrastructure.

Jennings and his staff are happy with the solution’s functionality and comfortable with the security measures put in place. The AirWatch solution takes advantage of existing feature sets and integrates with native email clients for access control. The team has a holistic view of all of the devices in their mobile fleet and can take action on devices that have fallen out of compliance or been lost or stolen. Baker Tilly also takes advantage of AirWatch features that allow different restrictions and settings based on whether the device is corporate-owned or employee-owned.

“Our employees have reacted well to AirWatch and have felt little to no impact after deploying the solution,” said Jennings. “AirWatch met our criteria and delivered on the promises that were made. From an IT perspective the solution works great and does exactly what we need it to.”

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– **Matt Jennings**  
Director of Technology  
Baker Tilly



<sup>1</sup> Ponemon Institute LLC, [2011 Cost of Data Breach Study](#), March 2012.

<sup>2</sup> Daniel Hood. Top 100, [M&A Leads the Way](#), Accounting Today, February 2012.