

Samsung KNOX

Oil & Gas Success Story: LOTOS



“Our needs around mobile security constantly evolve, and we are always looking for new, better ways to secure our data on the mobile devices. KNOX is a perfect fit for our needs.”

Lukasz Nowakowski,
IT Infrastructure Coordinator, LOTOS



Success-at-a-Glance

Customer

LOTOS Holding Company –
One of the leading suppliers in Poland

Business Needs

Very high level of security and
manageability

Reseller

FancyFon

Solution

Samsung KNOX with FancyFon's
FAMOC EMM platform

Results

Outstanding acceptance from IT for
security and manageability, end users
love easy access to their apps without
complex passwords

Key Winning Point

Overall security

The Industry

The Oil and Gas industry requires a very high level of security because of extreme competitiveness. Information about pricing, plant expansion, leases, agreements and more is highly valuable, confidential, and therefore vulnerable to illegal intrusion tactics and threats. The right locations and leases are substantial competitive advantages so keeping all potential locations and projects confidential is critical.

The process of exploration, extraction, refining and transporting oil and gas is exponentially longer than other industry, requires more capital, and has higher potential revenue than almost any other industry in the world. High stakes for high gains means less emphasis on budget and expense than other industries.

At the same time, big risk and big money spent on decisions based on the wrong information can easily mean loss of a quarter of a billion dollars and more on a single project.

Exploration, extraction, refining and transporting oil and gas can be extremely dangerous. Employee safety is a very high priority for oil and gas companies. Access to the right information at the right time can be the difference between life and death for employees working in refineries and on pipelines.

Cross-regional and global communication, remote networking, lack of infrastructure and teams separated by distance and borders mean that employees travel a great deal to meet face to face. Travel is often to extreme climates and/or areas of political unrest. Employees' safety often depends on immediate access to their mobile device.

The Customer

Located in Poland, LOTOS Holding Group is the parent company that manages a large refinery in Gdańsk and has 18 direct subsidiaries with over 5,000 employees. Grupa LOTOS S.A. is a major producer and supplier of oil products in Poland and globally. For more information: www.lotos.pl/en/.

Customer Needs

As the future of Blackberry became more and more uncertain last year, the LOTOS IT Team found they needed to manage more and more Android emails and other corporate resources. To enforce their security policies and manage the new Samsung devices, the LOTOS IT team looked for a way to secure the mobile assets and safeguard confidential information, without adversely affecting their user experience.

Working Together

FancyFon and Samsung worked together throughout the sales cycle with joint sales calls, a co-demo and invitations to FancyFon and Samsung Roadshows.

The Solution

Samsung KNOX with FAMOC™ Enterprise Mobility Management (EMM) from FancyFon.

The Winning Team



“Samsung KNOX is a perfect add-on to our EMM platform, providing an even higher level of data protection. The key to the FancyFon-Samsung partnership is synergy – both regarding our emphasis on a solution for LOTOS and our products, which are seamlessly integrated to provide an enhanced user experience, functionality and above all security.”

Bartosz Leoszewski,
FancyFon



“FancyFon’s commitment to fulfill all customer needs and responsiveness during the deployment process were greatly appreciated by LOTOS representatives. In fact the quality of teamwork by Samsung and FancyFon teams was one of the main reasons LOTOS decided to move from the test stage to full deployment.”

Radosław Miszkiel,
Samsung



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The Samsung KNOX Advantage for LOTOS

1. Full hardware to software security
2. Policy management for network & email
3. Strong encryption
4. Both emails & attachments are kept confidential
5. Reporting on device parameters & potential security breaches (device rooting)
6. Remote wipe of corporate data while personal data remains intact
7. An extremely secure enterprise device, with complex passwords, that still can easily run non-confidential tasks, such as GPS, without passwords
8. Separate private and corporate content so users can easily switch between the two modes whenever they like

The Reseller Advantage – FancyFon

LOTOS had been using FancyFon’s EMM platform for Samsung devices, FAMOC, with great success for over a year. So it was extremely important that LOTOS could use KNOX with the already installed and effective FAMOC solution.

With FAMOC, the LOTOS IT Department has full visibility and management functionality of KNOX devices. KNOX status is visible in the main monitoring dashboard and reports tab.

FancyFon also offers LOTOS one-day customer support through the Samsung KNOX Customer Support Options.

The Results

FancyFon has received a very enthusiastic response from LOTOS. What began as just a Blackberry replacement is now a fully manageable, fully secure, yet flexible solution for their end users.

They’ve even heard that as time goes by LOTOS is even more convinced that FAMOC EMM with KNOX is the right choice.