









Cost Comparison: Hypori vs. MDM Software

USE CASE	MOBILE DEVICE MANAGEMENT SOFTWARE		
	100% Company Issued	30% Company Issued	
Description	In this model, many devices are supported with no minimum OS version or other restrictions on devices supported	Mix of 70% BYOD and 30% company issued phones	100% BYOD
Device Life Span	1.5	1.5	1.5
Device Cost¹	\$ 640	\$ 640	0
Number of Devices	1000	300	1000
Deployment Cost per Hour	\$ 40	\$ 40	\$ 40
Deployment Hours per Device	0.5	0.5	0.5
Deployment Cost²	\$ 20	\$ 20	\$ 20
Support Cost per Hour	\$ 32	\$ 32	\$ 32
Support Hours per Device³	18	18	6
Annual Support Cost⁴	\$ 576	\$ 576	\$ 192
Management Software Cost⁵	\$105/yr	\$105/yr	\$ 239.88
Cost per User Over Three Years	\$ 3,363	\$ 2,275	\$ 1,335.64
Annualized Cost	\$ 1,121	\$ 758	\$ 445.21
Enterprise Annualized Cost	\$ 1,121,000	\$ 758,166.67	\$ 445,213.33

Cost Model Assumptions

1. The average hardware cost is based on average selling price (ASP) as of May 2019 for base configurations of Apple iPhone XR and Samsung Galaxy S10e.
2. Deployment cost averages are based on Gartner UEM staffing guidance of four full-time equivalents (FTEs) per 5,000 devices. At 1,000 devices, the organization gets lower economies of scale, a one-FTE-per-1,000-devices metric is used.
3. Software costs assume a \$5 per device, per month base UEM license where a 1.75 cost multiplier is applied to account for a higher-tier UEM license. This license includes managed productivity apps, required for consistency in security, and a common UX across the broad range of devices.
4. Support cost averages assume standardization leading to fewer support escalations. The average rate used in the “mixed devices” (70% BYOD and 30% company issued phones) use case reflects calls being escalated to Level 2 support staff due to wide variability in supported devices’ user experience and available controls.
5. The model assumes the use of the mail, contact and calendar apps in all devices.

Feature Comparison: Hypori vs. MDM Vendors

PRODUCT	 HYPORI <small>VIRTUAL MOBILITY</small>	 ManageEngine	 airwatch <small>by vmware</small>	 SOTI <small>We Manage Mobility</small>	 Citrix XenMobile	 MaaS360 [®] <small>by Flexlink, an IBM company</small>	 Microsoft Intune	 APPTEC360 <small>Limited Endpoint Management</small>	 baramundi
Locate Phone	Yes, All Platforms Supported	Yes, All Platforms Supported	Yes, All Platforms Supported	Yes, All Platforms Supported	Yes, All Platforms Supported	Yes, All Platforms Supported	Yes, But iOS Only	Yes, All Platforms Supported	Not Supported
Android™ App	✓	✓	✓	✓	✓	✓	✓	✓	✓
iOS® App	✓	✓	✓	✓	✓	✓	✓	✓	✓
No Data at Rest on Device	✓	✗	✗	✗	✗	✗	✗	✗	✗
Ability to Access Multiple Secure Enclaves	✓	✗	✗	✗	✗	✗	✗	✗	✗
Enhanced Mobile Compute Capabilities	✓	✗	✗	✗	✗	✗	✗	✗	✗
Remote Lock	✓	✓	✓	✓	✓	✓	✓	✓	✓
Remote Wipe	Not Applicable*	✓	✓	✓	✓	✓	✓	✓	✓
Granular Selective Wipe	Not Applicable*	✓	✓	✓	✓	✓	✓	✓	✓
Mobile Use Bandwidth Management	✓	✗	✓	✗	✗	✓	✗	✗	✗
Single Sign-On (SSO) for All Apps	✓	✓	✓	✓	✓	✓	✓	✓	✓
Geofencing/Location Services	✓	✗	✓	✓	✓	✓	✓	✓	✓
No Device Enrollment Required	✓	✗	✗	✗	✗	✗	✗	✗	✗

*Hypori does not require any type of remote wipe on device, due to the fact that data never resides on the actual device

1. iOS is a trademark or registered trademark of Cisco in the U.S. and other countries and is used under license. Android™ is a trademark of Google LLC
 2. ManageEngine® is a registered trademark of Zoho Corporation Pvt. Ltd.
 3. Airwatch® is a registered trademark of VMware, Inc. SOTI® is a registered trademark of SOTI, Inc.
 4. Citrix® is a registered trademark of Citrix Systems, Inc.

5. MaaS360® is a registered trademark of IBM Corporation
 6. Microsoft Intune® is a registered trademark of Microsoft Corporation
 7. AppTec360® is a registered trademark of AppTec GmbH
 8. baramundi® is a registered trademark of baramundi software AG