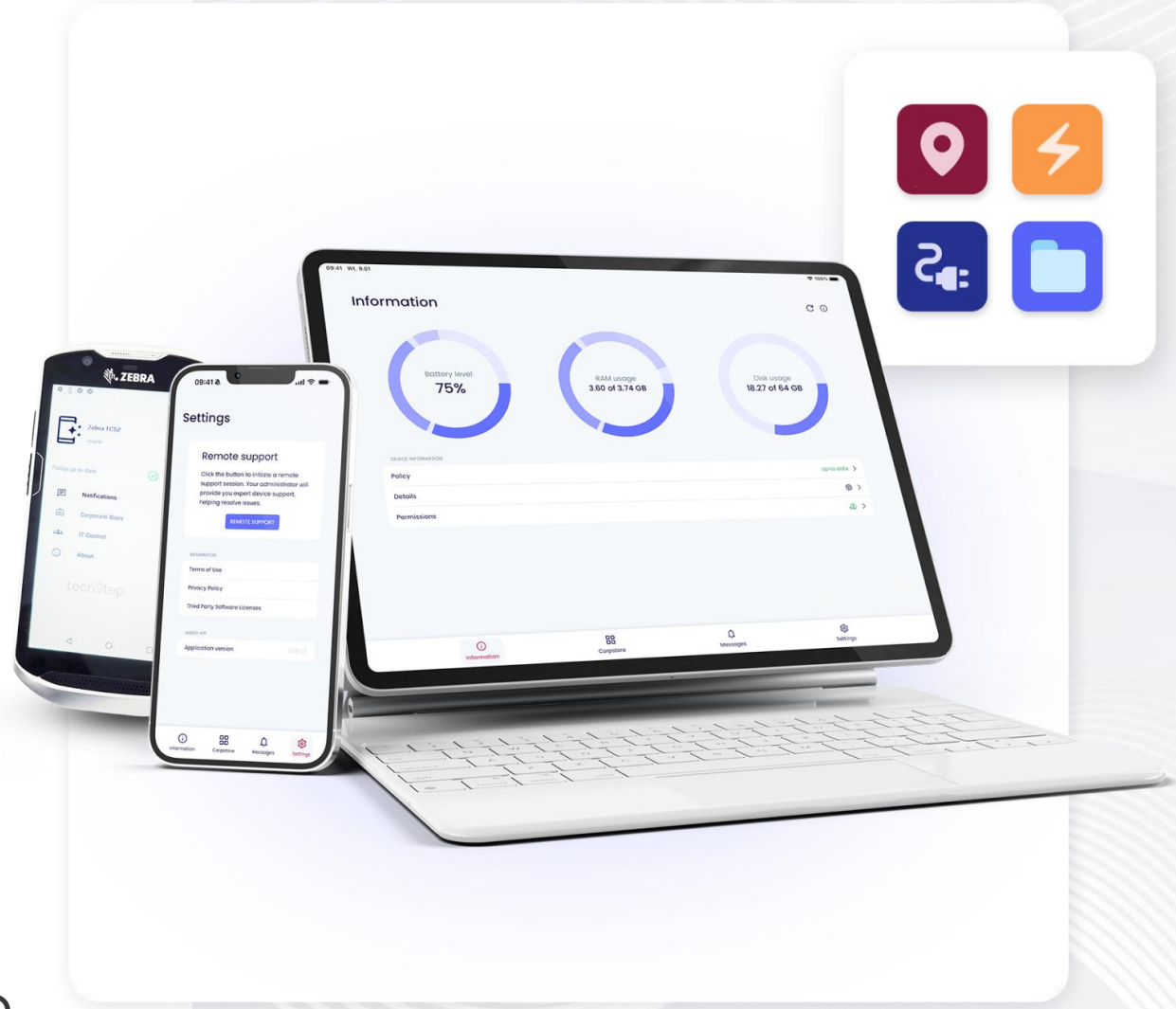
Techstep Essentials MDM & Pradeo MTD

An introduction to Techstep and Pradeo unique offering



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pradeo

This is Techstep

Partnership with
Vodafone, Orange, T-Mobile, Telenor, Lyse, Telia, One, LMT – in general 27 Sales partners



250+ employees
in Norway, Sweden, Poland & Denmark. Noted on the Oslo stock exchange

20+ years of experience,
helping enterprise and public clients

Strong partnerships
with leading tech brands

Challenger awards
2022, 2023 and 2024 Gartner® MQ* for Managed Mobility Services

Team of
certified experts

Responsible business
policies



3 million managed devices
for hybrid and frontline workers

*2024 Gartner decided not to have a MQ for MMS but instead a Market Guide.

Techstep Essentials MDM customers

We help companies across all types of industries to succeed with mobile ways of working

3000+

European end-customers across various industries is using Essentials MDM for efficient and straightforward device management

- Public sector
- Healthcare
- Logistics
- Retail
- Bank & Finance



Main Spanish brands with Techstep Essentials MDM

(Total customers in Spain approx 650)

Customer	Use case	Managed devices
Hotel chain Melia	Managing restauration ww	3000
Hotel NH	Managing room care ww	4200
GrupoPiñero	Managing hotels as Bahia Principle	2500
CTT-Express	Parcel delivery	10000
Vitaldent	Dental Care / Patient attention	2500
CaixBank Finance	Financing	200
Frit Ravich	Food distribution	600
TDI	Transport Sector	4200
RENFE	Spanish Railway	3000
Iberdrola	Customer attention	2000
Presidencia de Moncloa	Government	1500
CasaReal	Spanish Royal House	600
CIFAS	Military Intelligence	220
SMS	Murcian Healthcare System	1300
Aduanas	Border Control	600
Aldi	Store Management	600
MediaMarkt	Store Management	200
MasMovil	Store Management	600
Sodexo	Store Management	200
GrupoAL	Postal notification services	1900
Leroy Merlin	Store Management	200
Primax	Store Management	400
Carglass	Store Management & Corporate	3800
GrupoSesse	Transport Sector	1300
Carreras	Transport Sector	800
Calsina	Transport Sector	1500



This is Pradeo

- Pradeo is a pioneer and leader in mobile security (+10 years)
- European security solution with R&D based in France (Montpellier)
  è Proximity and responsiveness for European customers
- Solution chosen by major government customers in Europe:
  - MOD in France, Italy, UK
  - Other Ministries: Ministry of the Interior, Ministry of Foreign Affairs
  - Other industries: Fortune 500
  - SMBs targeted through Telcos (managed SOC), like Orange Cyberdefense



THE FORRESTER WAVE™
Mobile Threat Defense Solutions
Q3 2024

KEY BENEFITS OF PRADEO SECURITY

Mobile security expertise

10+ years of experience protecting mobile devices and applications

Adapted to modern work

BYOD, Android Enterprise, UEM / SIEM integrations…

Easily deployed

On-device mobile security application with zero-touch configuration

Automated response

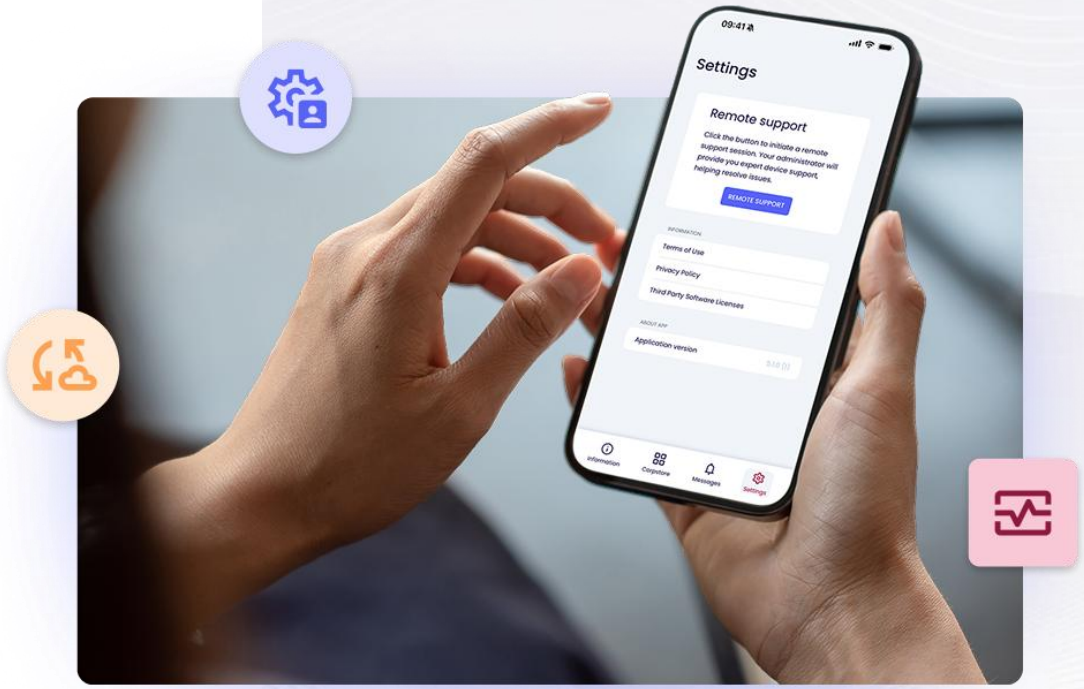
Protection to neutralize threats before they strike

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pradeo

Essentials MDM + Pradeo MTD SDK

Product bundle walkthrough



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pradeo

We are leveraging on an emerging market trend in Europe

- 80% of the global workforce is deskless and represent a huge non-digitalized segment and opportunity
- Heavy investments into mobile solutions and security across Europe, due to the geopolitical situation of the world
- Regulations like NIS2, DORA and CNN certification driving “made in Europe” installed on prem



Digital Operational Resilience Act (DORA)



Network and Information Security Directive 2



Certification from Spanish Cyber Security Authority

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Essentials MDM + Pradeo MTD SDK value proposition

Making mobile device management simple, straightforward and secured

With Essentials MDM and Pradeo MTD we set out to make mobile device management simple and straightforward with all the features and functions you need for proper device management, comprehensive device control and advanced threat protection.

Our own software

Fast features & fixes delivery

Flexible architecture & licensing

- On-premise / Cloud / Dedicated Cloud
- Perpetual / subscription licensing

Easy server setup

Monolith solution with fast on-prem server setup (3h)

Spanish integrator

MS4B – local integrator with support / training / installation services

Modern easy intuitive admin console

Simple step by step process of adding and managing devices. One console and app for all security aspects.

Remote support included

Android, iOS, macOS

Spanish / Catalan language in admin console and on the device

Integrations

AD/LDAP, Entra ID, Certificate Authority, VPN, Built-in Pradeo SDK, Clearpass, Fortinet Authenticator

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Certification

In CCN certification process, Android Gold Partner, Samsung Knox validated solution, Apple Tier 1 partner

Validated by SAMSUNG Knox

Android Enterprise Gold partner

CCN centro criptológico nacional

Great price / value

Embedded Pradeo SDK means one, competitive price for the bundle.



10+ upcoming years of the support of on-prem installations

Essentials MDM

techstep

Oslo, 28th February 2025

Techstep Declaration

To Whom It May Concern,

We, at Techstep, are committed to the continuous development and maintenance of our on-premise variant of the Essentials MDM platform. Our dedication to providing robust and secure mobile device management solutions remains unwavering. It is our intention to develop the Essentials MDM platform, as well as it's on-premise variant for at least the upcoming 10 years.

However, it is important to note that our ability to sustain this commitment is contingent upon the cooperation of our ecosystem vendors, including but not limited to Google/Android and Apple Today. Should these vendors impose technological barriers that hinder the functionality or viability of our on-premise architecture, we may be compelled to reassess our strategy.

We trust that our partners will continue to support an open and collaborative environment that allows us to deliver the best possible solutions to our clients.

Sincerely,

Bartosz Leoszewski
Chief Product Officer
Techstep



CCN certification in progress

Essentials MDM

Laboratory certification proccess start
February 19, 2025

Publication in the CPSTIC
Expected end of July 2025



jtsec Applus

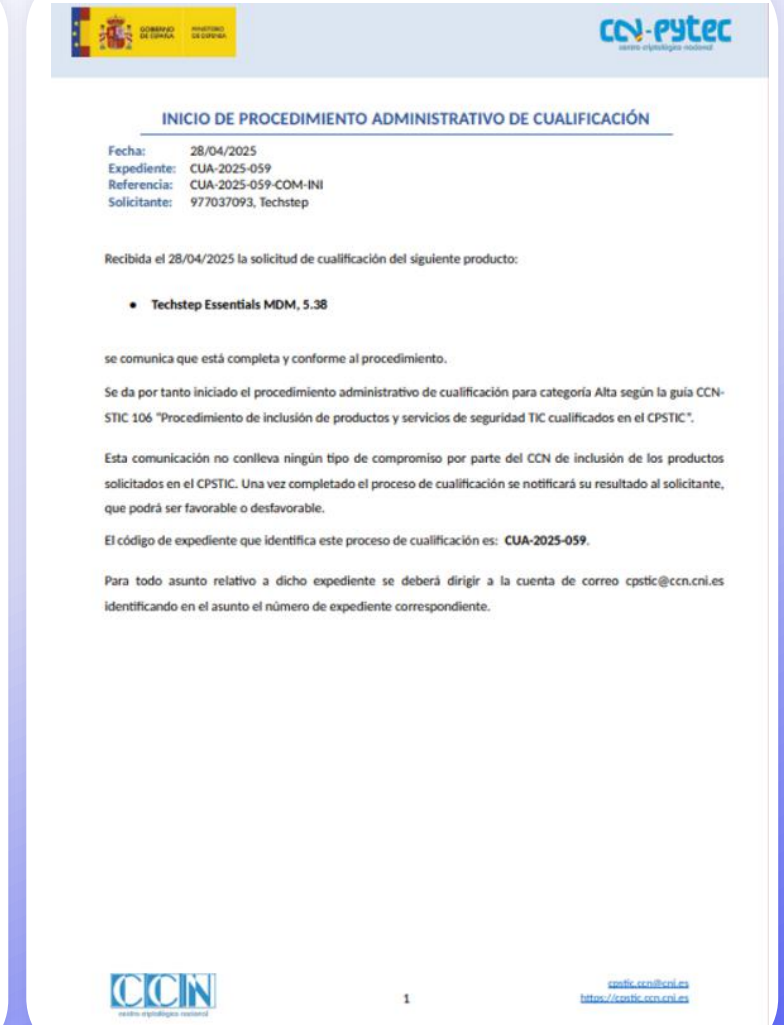
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To Whom It May Concern,

In this document, jtsec, as the laboratory contracted by TechStep, presents the status of the evaluations of one of its solutions. This solution will be tested against the CPSTIC catalogue Category: MDM (UEM) Family ENS HIGH Category. In order to be eligible to enter the Catalog, compliance with the following taxonomy is required: https://www.ccn-cert.cni.es/es/pdf/guias/series-ccn-stic/guias-de-acceso-publico-ccn-stic/3911-guia-140-anexo-b-8-herramientas-de-gestion-de-dispositivos-moviles-mdm/file?format=html. The solution consists of an on-premise solution, no component or functionality is deployed in the cloud.

As of the publication date of this document (19/02/2025), jtsec and TechStep are developing the project's documentation. The evaluation is expected to be started in the coming weeks.

Yours sincerely,



CCN-PYTEC

INICIO DE PROCEDIMIENTO ADMINISTRATIVO DE CUALIFICACIÓN

Fecha: 28/04/2025
Expediente: CUA-2025-059
Referencia: CUA-2025-059-COM-INI
Solicitante: 977037093, Techstep

Recibida el 28/04/2025 la solicitud de cualificación del siguiente producto:

- **Techstep Essentials MDM, 5.38**

se comunica que está completa y conforme al procedimiento.

Se da por tanto iniciado el procedimiento administrativo de cualificación para categoría Alta según la guía CCN-STIC 106 "Procedimiento de inclusión de productos y servicios de seguridad TIC cualificados en el CPSTIC".

Esta comunicación no conlleva ningún tipo de compromiso por parte del CCN de inclusión de los productos solicitados en el CPSTIC. Una vez completado el proceso de cualificación se notificará su resultado al solicitante, que podrá ser favorable o desfavorable.

El código de expediente que identifica este proceso de cualificación es: **CUA-2025-059**.

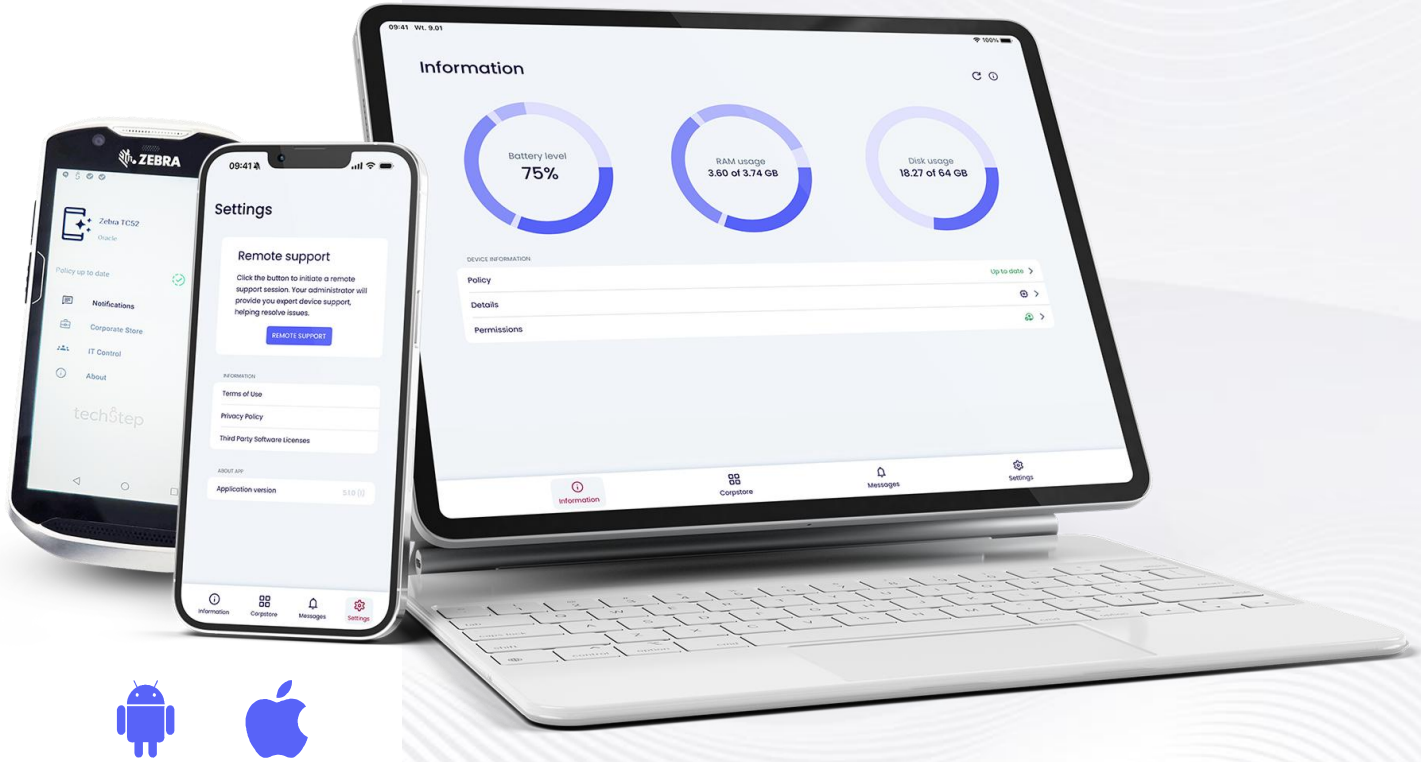
Para todo asunto relativo a dicho expediente se deberá dirigir a la cuenta de correo cpstic@ccn.cni.es identificando en el asunto el número de expediente correspondiente.

CCN

1

Essentials MDM + Pradeo MTD SDK

- Fully European solution during CCN certification process
- All security aspects handled via one application and console (MDM), including:
  - Security policy creation
  - Threats detection on the device
  - Remediation actions
- On prem support for 10+ years
- Support for Spanish / Catalan language
- Local integrator in Spain – MS4B with support, trainings and installation services with 2 operational modes:
  - Delegated management of Essentials MDM operations on request of the end customer
  - Support incidents based to customer when the end customer requests support for specific raised issues



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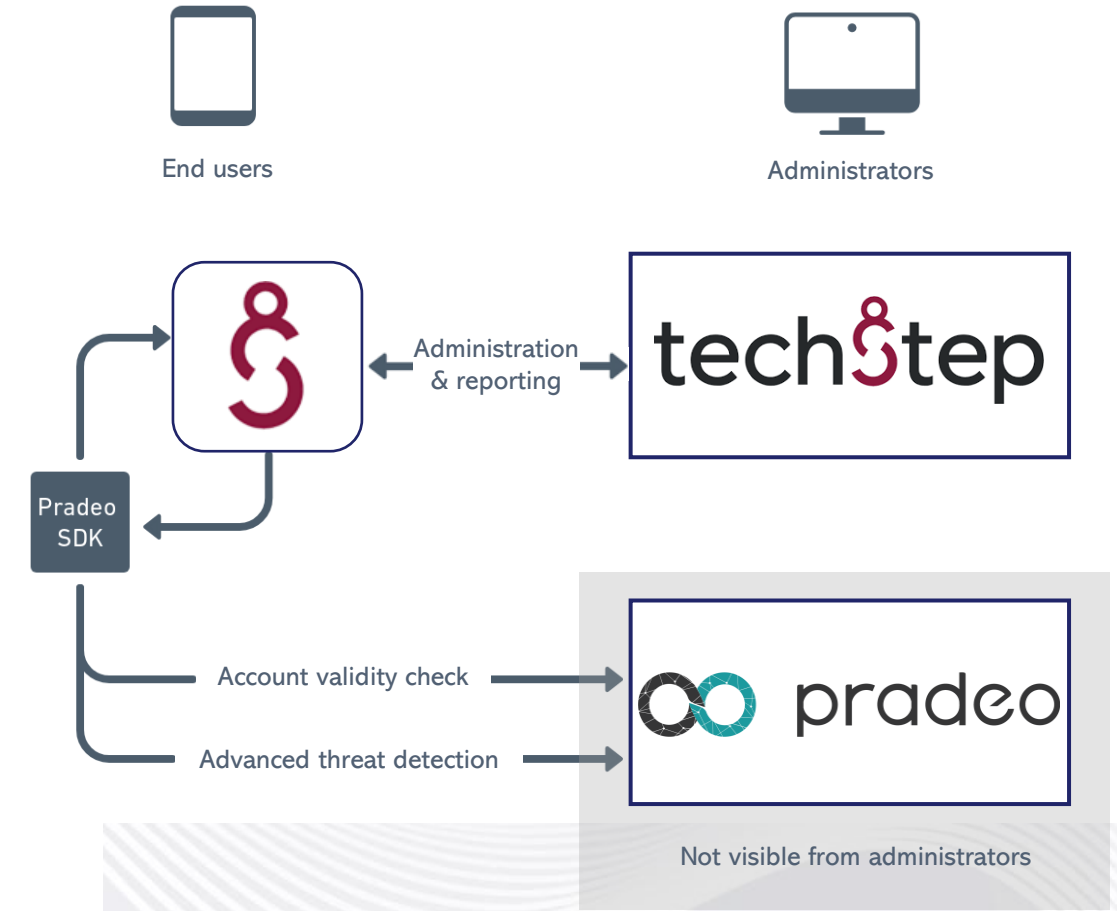
How the 2 solutions work together

Business Value: Mobile threat detection & response through the MDM agent

→ One deployment: MDM only

→ One platform: MDM + MTD

→ MTD activation on demand

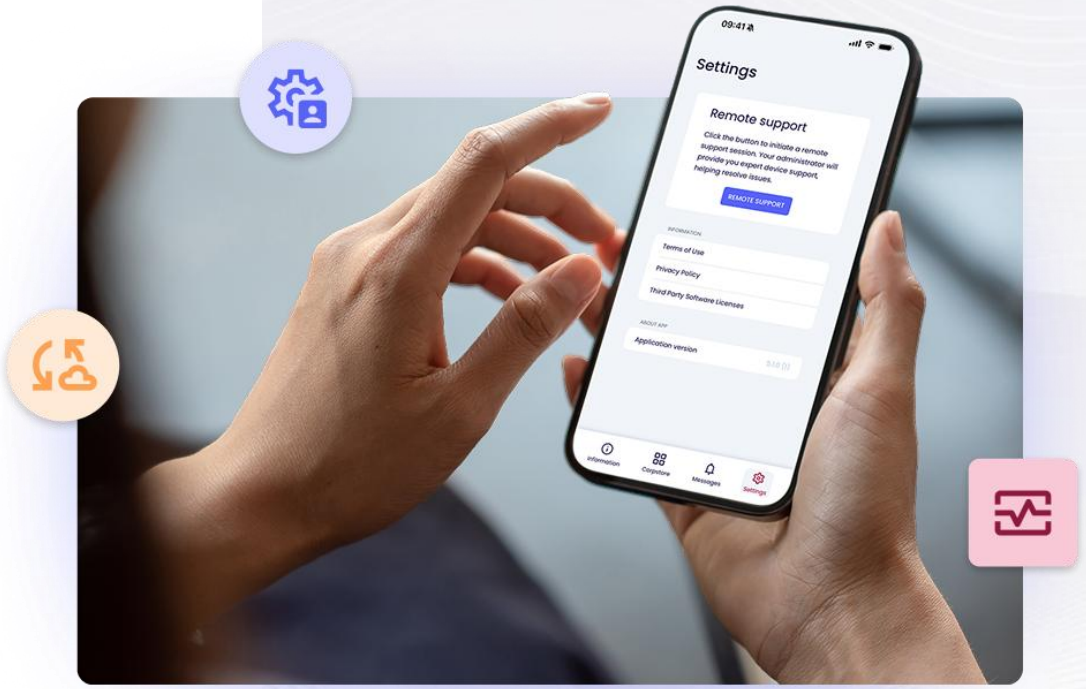


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Pradeo MTD

Product walkthrough

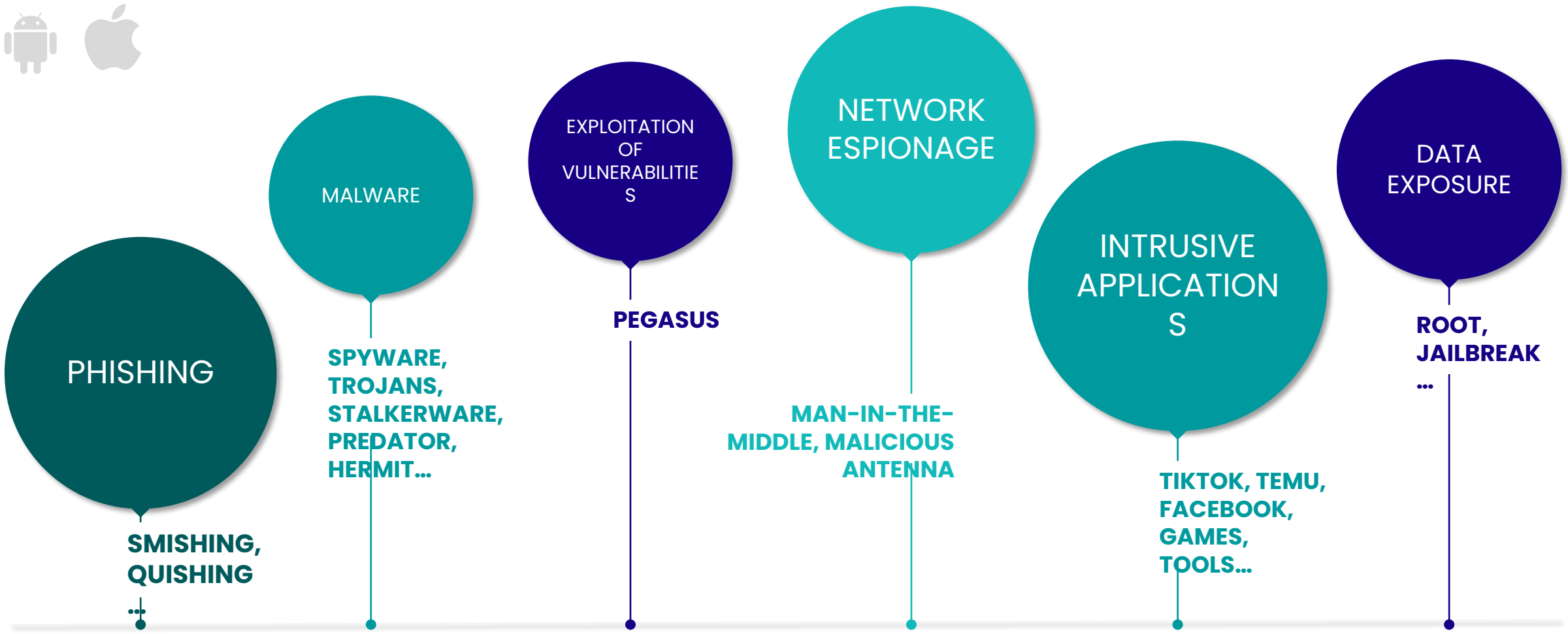


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THE RISKS TO WHICH SMARTPHONES EXPOSE US

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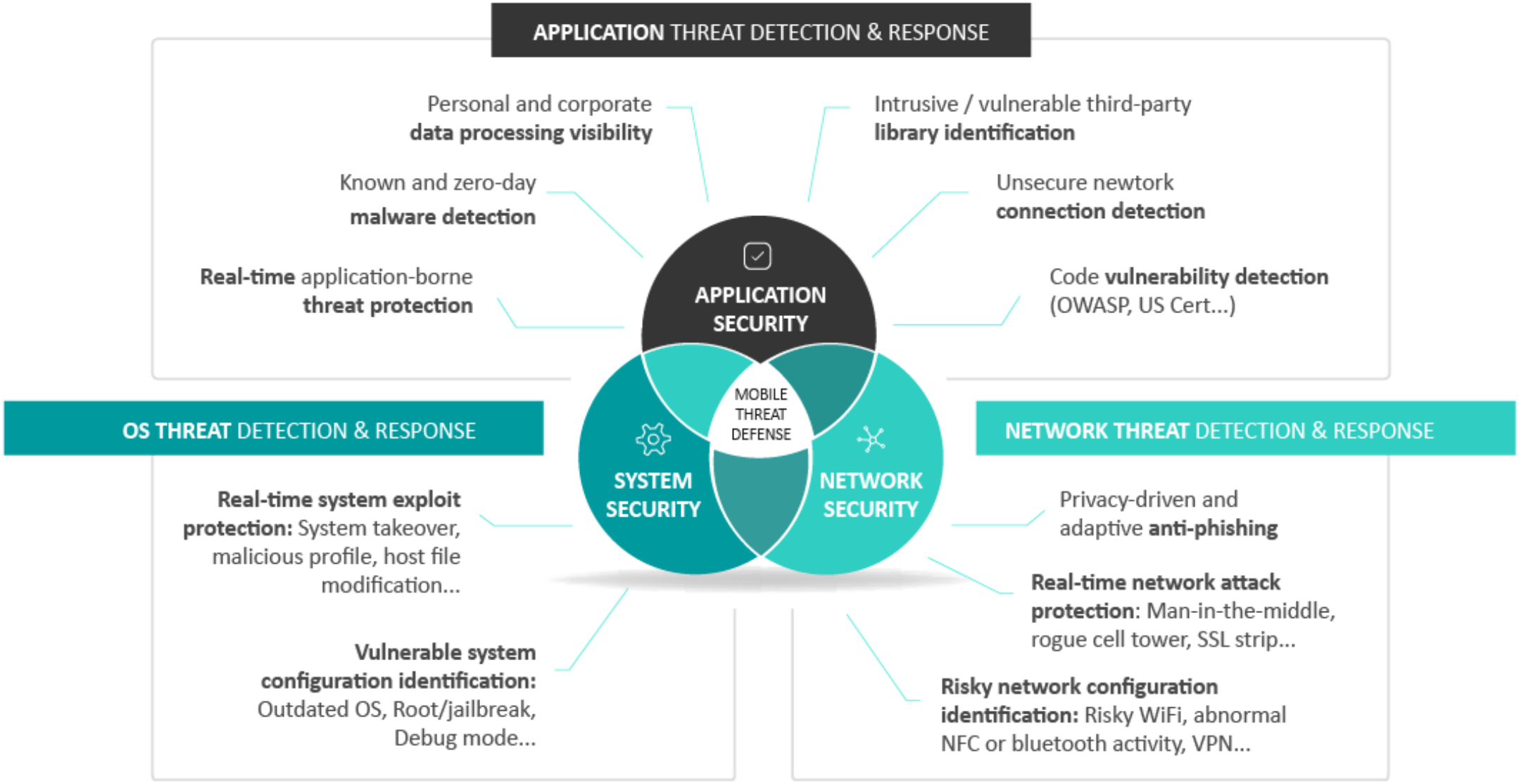
From **targeted espionage** to **massive data theft**, the mobile environment constitutes a large attack surface

CONFIDENTIAL

MOBILE DEVICE SECURITY FEATURES

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Security services available through APIs and an SDK



WHAT MAKES PRADEO MTD DIFFERENT FROM OTHER SOLUTIONS

☒ **Pradeo's unmatched ability to detect hidden behaviors of Apps to block intrusive apps**

→ Not only Malware detection

→ Protection against data leaks from mobile devices (Ex: TikTok, Temu) ➔ **UNIQUE**

☒ **MTD features available through an SDK allowing to deliver a 2-in-1 solution MTD+MDM to Techstep**

→ One deployment : MDM only

→ One platform: MDM + MTD

→ MTD activation on demand

☒ **Ability to secure Android Enterprise configurations with 2 profiles (WORK and PERSONAL) while respecting user privacy**

➔ Work profile: secured by MDM+MTD agent

➔ Personal profile: secured by Pradeo MTD agent with anonymized assessment of security events detected

☒ **Security solution with its R&D based in France close to European customers**

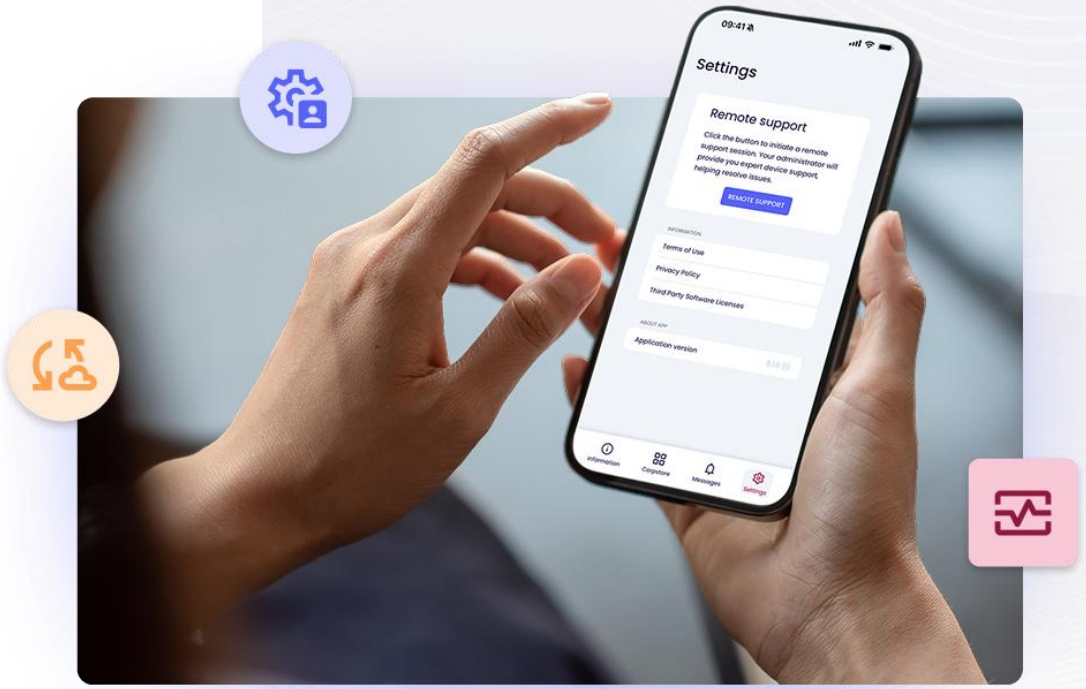
☒ **Strategic Partnership with SAMSUNG**

☒ **On-Prem solution or Cloud based solution hosted by OVHcloud in Europe only**

CONFIDENTIAL

Essentials MDM

Product walkthrough

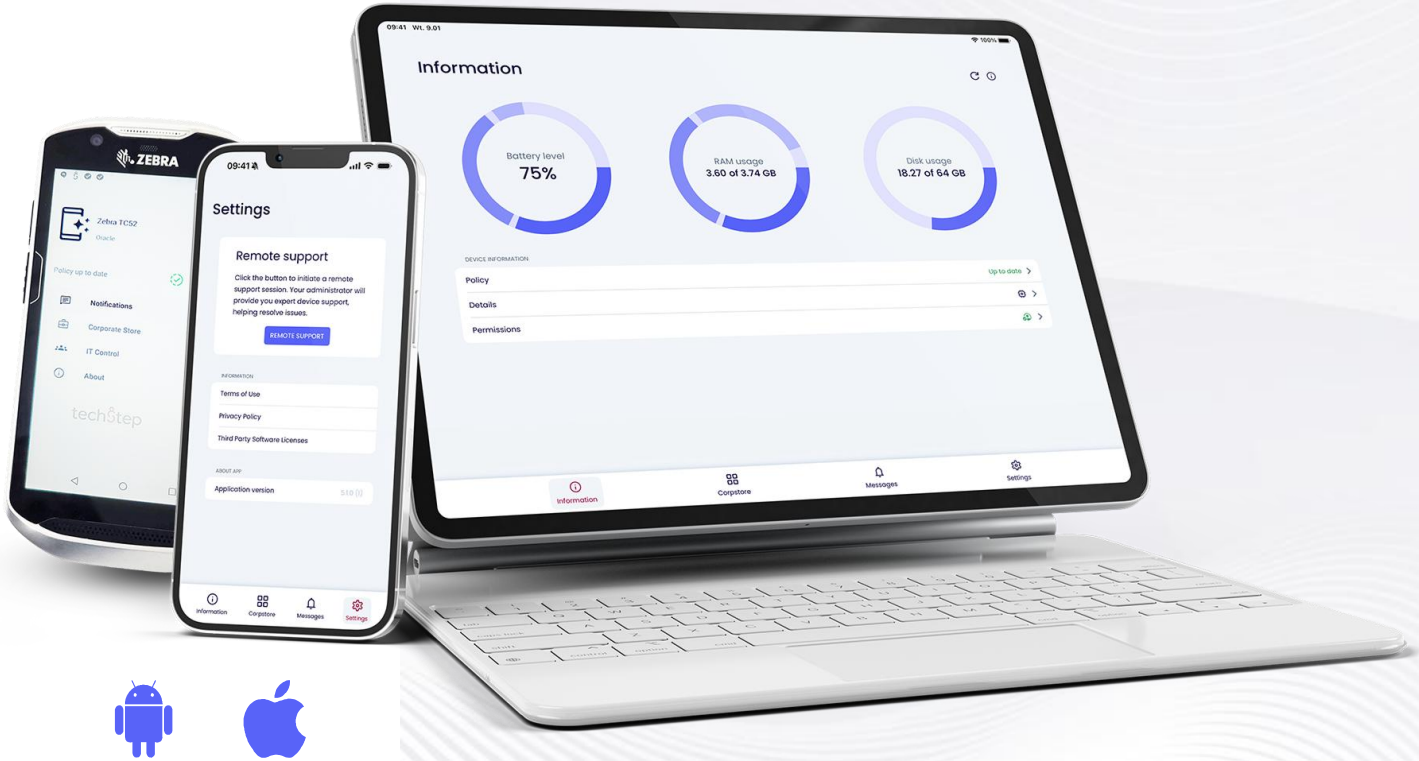


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Essentials MDM

- Fully end-to-end-encrypted solution
- Norwegian listed company, hosting, development and Managed Mobility Services (MMS)
- Enterprise user management and scaling
- High flexibility and low threshold deployment (SaaS)
- Lite version for SME customers from carriers



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Enrolment

Essentials MDM

Enrolment | Configuration | Security | Monitoring, management | Support

Auto enrolment:

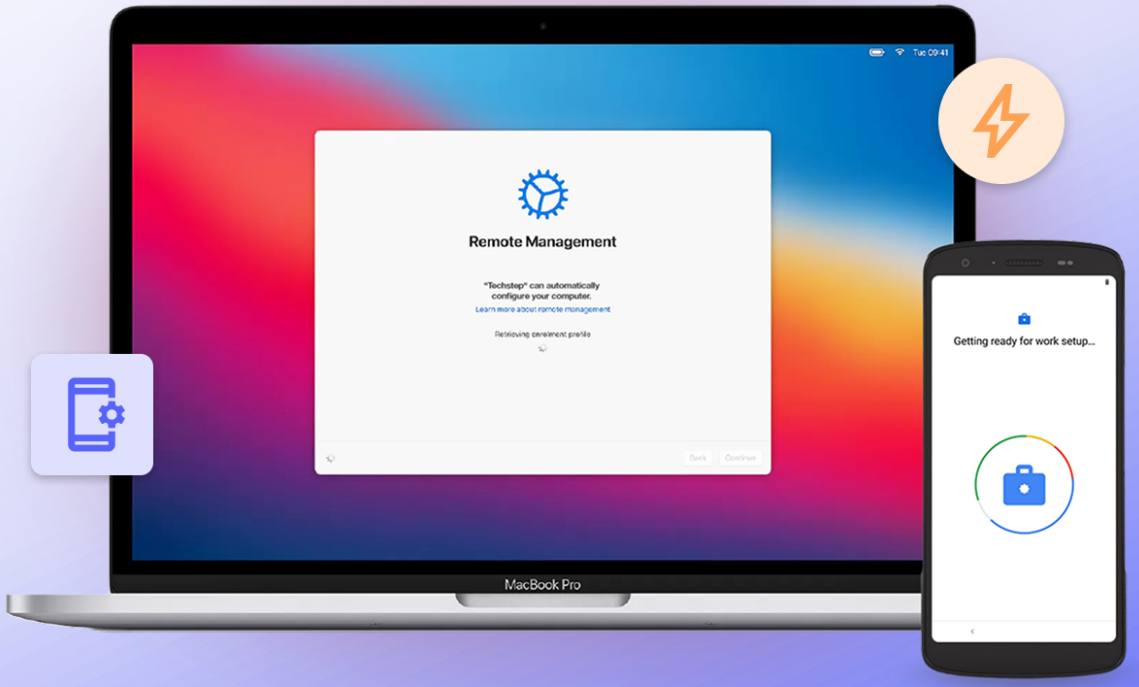
- Samsung KME
- Apple Business Manager
- Google Zero-touch

Manual enrolment:

- QR code
- NFC

Enrolment modes:

- Fully managed
- BYOD
- Work profile on company owned devices (WPC)
- Dedicated device (COSU)



Configuration

Essentials MDM

Enrolment | **Configuration** | Security | Monitoring, management | Support

Essentials MDM enables remote configuration of the device for everyday work, including:

- E-mail configuration
- Remote applications distribution
- VPN configuration
- Creating a company app store
- Setting corporate wallpaper on the device
- Sync of generic contacts
- ...and many more!

android



SAMSUNG Knox



iOS



Security

Essentials MDM

Enrolment | Configuration | **Security** | Monitoring, management | Support

Security on the device

- Enforcing data encryption
- Password policy
- Remote lock/ wipe the device

Security of the transmission

- Vpn enforcement, private apn
- Communication settings control
- Business mail access control
- Integration with network infrastructure

Monitoring & Management

Essentials MDM

Enrolment | Configuration | Security | **Monitoring, management** | Support

- Mobile management devices (support for all operating systems)
- Management, security and updating
- Windows and Mac computers
- Network management and data access
- Real-time application and information view
- Devices/asset monitoring and location



Support

Essentials MDM

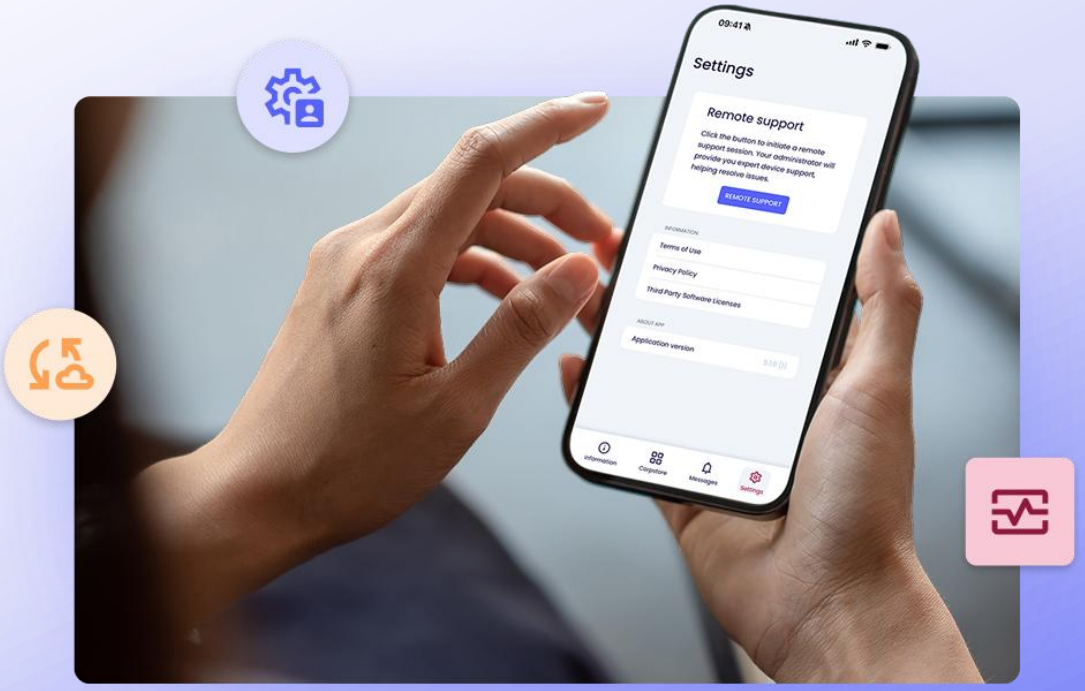
Enrolment | Configuration | Security | Monitoring, management | **Support**

Essentials MDM enables connection and remote access to device, which is in a completely different place.

- Improves business processes
- Reduces the time of shutting down the device
- Enables remote support in case of technical problems

Remote support is a feature especially popular in industries like:

Retail **Logistics** **Bank & Finance**



Integrations & Installation types

Essentials MDM

Available integrations

AD/LDAP	MICROSOFT CA	APPLE BUSINESS MANAGER
OKTA	MICROSOFT EXCHANGE	ENTRA ID
ANDROID ENTERPRISE	CISCO UMBRELLA	SAMSUNG KNOX
ZIMPERIUM	CHECKPOINT HARMONY	CISCO SECURITY ENDPOINT
	PRADEO	



Available installations

CLOUD

- Enterprise MDM Cloud
- Min. period 12 months
- Shared cloud

DEDICATED CLOUD

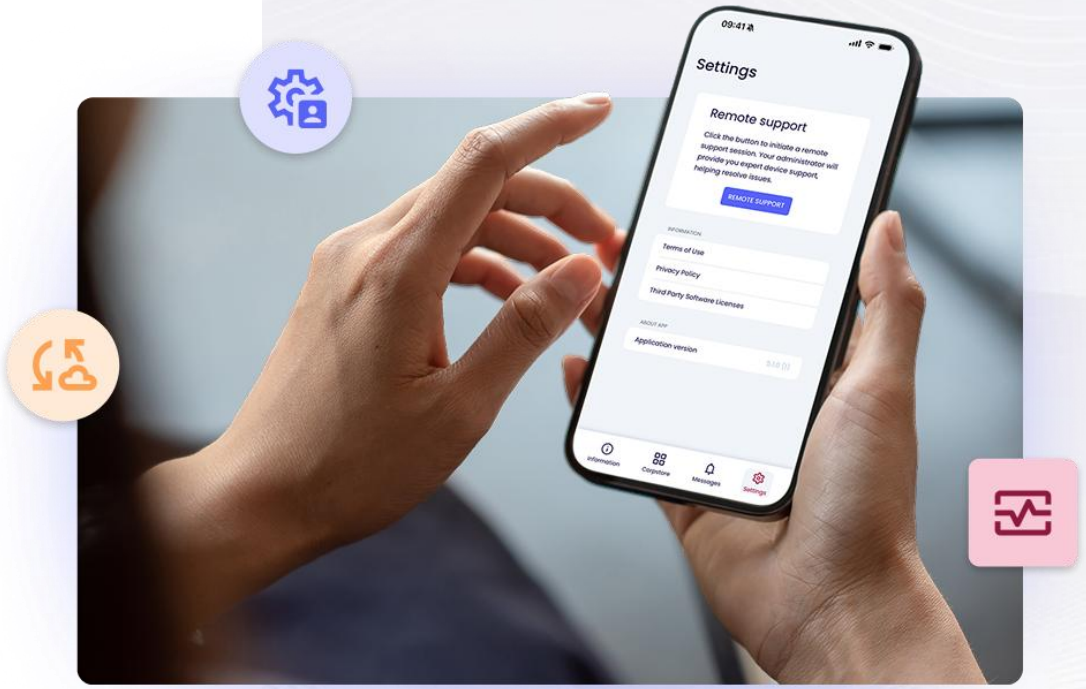
- Dedicated server
- Min. period 12 months
- More integrations available

ON PREMIS

- Installation on client server
- Installation, integration and configuration support
- Perpetual license
- +10 upcoming years of support for on-prem

Essentials MDM

Customer challenges



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Essentials MDM – overall values

Making mobile device management simple and straightforward

Customer Challenges

- IT troubleshooting
- Data leakage
- App management / distribution
- Mixing private and corporate data
- Lack of device location control

Solution

- Remote device setup
- Remote app deployment with custom corporate store
- Remote support cost reduction
- Seamless integration with existing IT environment
- Enhanced Employee satisfaction

Results with our MDM

+ **Simplified management**
  A comprehensive overview of business devices, operating systems and other critical data

+ **Strengthened security**
  Equitable security levels across all devices and operating systems

+ **Unique kiosk setup**
  Enabling frontline workers and role-based devices



Unique selling points

- Flexible architecture – on-prem, cloud, dedicated cloud
- Single platform suited to all industries and personas (BYOD, fully manager, dedicated)
- Over 18 years of proven solution experience
- Full and lite version with a user-friendly admin console
- Built-in remote access included for your convenience

Essentials MDM – Transport and logistics

Making mobile device management simple and straightforward

Customer Challenges

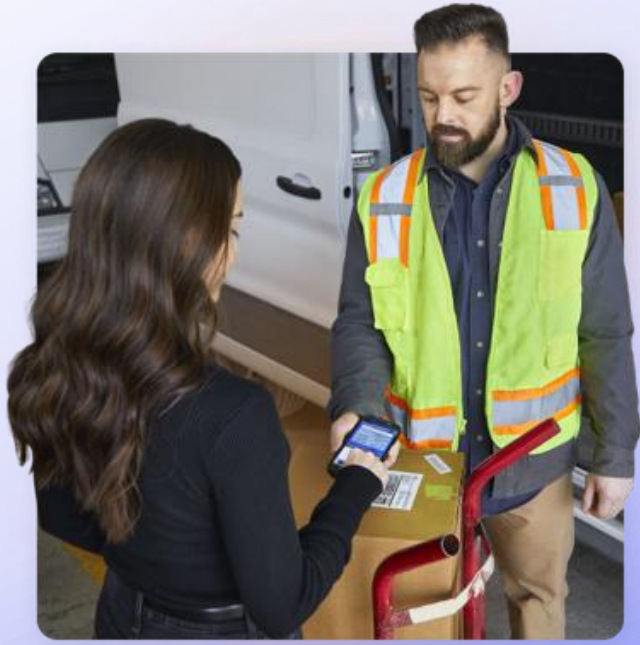
- Distributed mobile fleet – locating and remotely supporting devices
- Security of corporate data
- Remote device settings
- Reducing mobile data usage in international roaming
- The need to customise device settings
- Support for rugged devices

Solution

- Automatic registration
- Remote and silent app distribution
- Remote assistance reducing cost
- Monitoring device locations
- Control data usage during roaming
- Limiting device functionalities
- Data security through security restrictions

Q&A

+ Do employees manually configure devices?
+ What happens if a driver enters an area with higher data roaming charges?
+ How is the distribution of corporate applications handled? Will everyone install them?



Unique selling points

- Included remote access, providing support for non-technical employees
- Trouble-free operation of rugged devices with an easy way to customise the home screen
- Dedicated functionalities for transportation (e.g. settings based on geographic location, time, or speed)
- Control over connections and data usage during roaming

Essentials MDM – Public sector

Making mobile device management simple and straightforward

Customer Challenges

- Security of data and access to encrypted internal networks
- Security policy requirements
- Compliance with legal regulations
- Separation of corporate and personal data
- Remote device settings and support
- Integration with company's own infrastructure

Solution

- Automatic registration
- Remote and silent app distribution
- Remote assistance reducing cost
- Monitoring device locations
- Ensuring data security through restrictions
- Integration with Yubikey and VPN
- Two-factor authentication
- Separating business and private data
- Cloud or installed in the client's infrastructure

Q&A

+ Do employees manually configure devices?
+ How to securely connect to internal resources?
+ How is the distribution of corporate applications handled? Will everyone install them?



Unique selling points

- Operating in a closed environment with no access to public networks
- Separation of corporate and personal data
- Secure access to internal company data through a VPN with additional user authorization via hardware Yubikey

Essentials MDM – Health sector

Making mobile device management simple and straightforward

Customer Challenges

- Remote support for devices
- Security of personal/medical patient data
- Contact book with critical contacts
- Remote device setup
- The need to limit device functionality to essentials features
- Inappropriate data sharing
- Physical loss of devices

Solution

- Automatic registration
- Remote and silent app distribution
- Cost-effective remote assistance
- Possibility to locate, lock or wipe data from lost or stolen devices
- Customization of device functions
- Securing data through security restrictions
- Ability to manage the business contact book

Q&A

+ Do employees manually configure devices?
+ What if a device containing patient data falls into unauthorised hands?
+ How is the distribution of corporate applications handled? Will everyone install them?



Unique selling points

- Protection of processed personal/medical patient data
- Included remote access, enabling support for non-technical staff
- Easy device handling with simple customization of the home screen

Essentials MDM – Finance

Making mobile device management simple and straightforward

Customer Challenges

- Distributed mobile fleet – locating and providing remote support
- Securing corporate data
- Loack of necessary apps for field workers to perform tasks
- Compliance with legal regulations
- Separation of business and personal data

Solution

- Automatic registration
- Remote and silent app distribution
- Cost-effective remote assistance
- Possibility to locate and monitor devices
- Limiting device functionality
- Data security through security restrictions
- Two-factor authentication
- Separating business and private data

Q&A

+ Do employees manually configure devices?
+ Can employees use social media apps?
+ How is the distribution of corporate applications handled? Will everyone install them?



Unique selling points

- Included remote access, enabling support for non-technical staff
- Separation of corporate and personal data on all supported devices
- Data processing control at all levels – the solution is installed in the client's infrastructure

Essentials MDM – Retail

Making mobile device management simple and straightforward

Customer Challenges

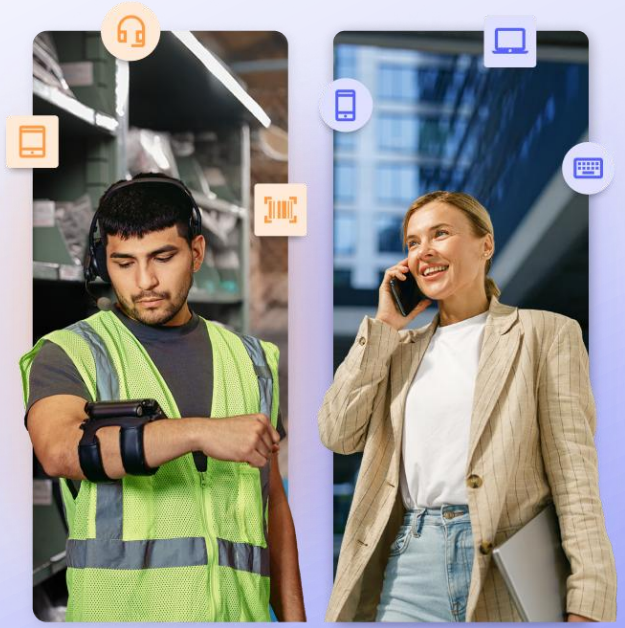
- Distributed mobile fleet – locating and providing remote support
- Functional limitation (kiosk mode)
- Distribution and updates of company apps
- Remote device configuration
- The need to reduce paper usage
- The requirement to adjust device settings to suit employee needs

Solution

- Automatic registration
- Remote and silent app distribution, system updates
- Cost-effective remote assistance
- Possibility to locate and monitor devices
- Customizing device functionality
- Data security through security restrictions
- Ability to group additional apps for easier access

Q&A

+ Do employees manually configure devices?
+ How can I ensure that the company's offers are constantly displayed on the device?
+ How is the distribution of corporate applications handled? Will everyone install them?

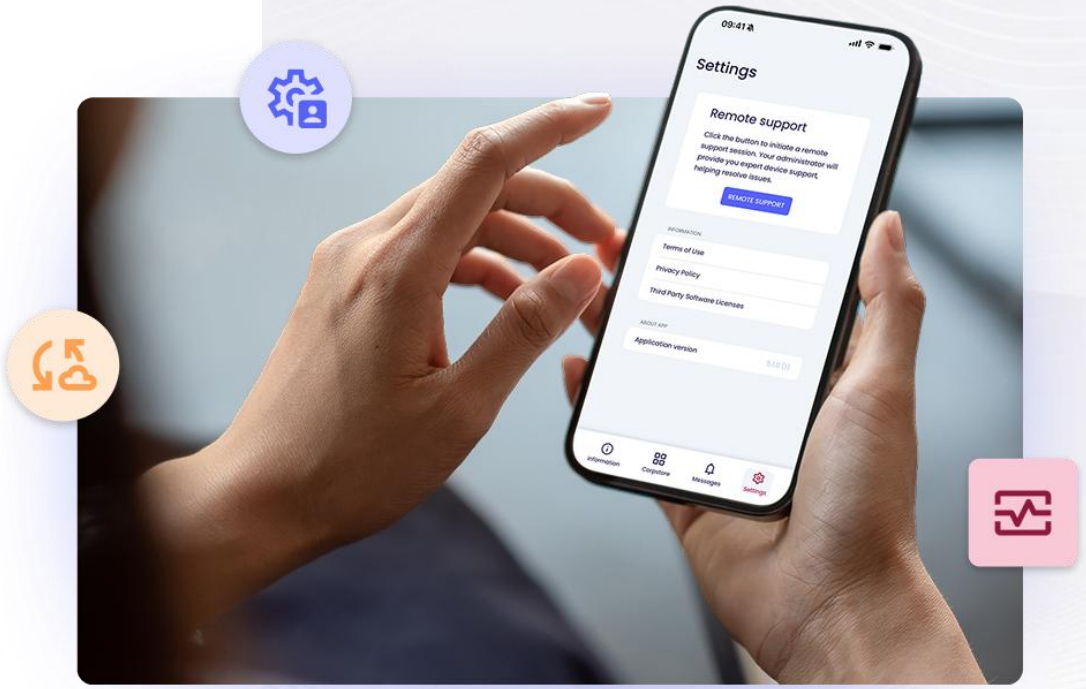


Unique selling points

- Included remote access, enabling support for non-technical staff
- Simple device handling in Kiosk mode with an easy way to customise the home screen

Questions & Answers

Thank you all for the opportunity to present Techstep and Pradeo bundle



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