

CONSIP S.p.A



Consip S.p.A. was founded by the Economy and Finance Ministry in 1998, to outsource the management of the Ministry's information systems. The company handles many value-added services and projects for the Economy and Finance Ministry, with the objective of keeping the Public Administration up-to-date through the implementation of new IT technologies and online communication tools.

Today, Consip has 500 employees, with half its staff working in Consip's IT consultancy sector and the remaining staff managing procurement of goods and services for the Economy and Finance Ministry. Consip has developed many important projects to promote IT development in the public sector, always aiming to achieve maximum value from IT infrastructure investment. Consip has always selected IT through a system of competitive bidding, to purchase services and products at the best prices and enable the Ministry to get the most value from its IT expenses.

CHALLENGE

Consip needed a solution to provide wireless email access for members of the Economy and Finance Ministry. Email is considered a crucial communication tool for managers working with the Economy and Finance Ministry, who are regularly out of the office for long meetings or international travel. Employees needed to be able to send and receive email messages from virtually anywhere, as well as requiring access to file attachments and the corporate Intranet in order to have the information needed to make important decisions.

Another key consideration in choosing the right solution for the Ministry was the security credentials of the platform. Employees of the ministry send and receive confidential information, so data security was of paramount importance in the selection process.

Also, as the corporate objective was to streamline investment in IT infrastructure, the new platform needed to offer a high return on investment (ROI) and had to be user friendly in order to reduce training time and associated costs.

INTRODUCING WIRELESS EMAIL

Over the past five years, Consip has tested a range of mobile email solutions for the Ministry's management team. Most of the smartphones tested failed to meet the needs and expectations of users, as delivery times were too slow and the interfaces used were often difficult to manage.

'Economy and Finance Ministry managers were regularly travelling to Brussels to attend European Community meetings,' said Mr Alker, Consip's Director of Information Systems - First and Second department and Accounts Court. 'During these meetings they noticed that many foreign colleagues were using a different kind of communication device, one they didn't have, the BlackBerry smartphone.'

After initial research, Consip chose to roll out BlackBerry® smartphones to the Ministry's employees, linked to a BlackBerry® Enterprise Server. The BlackBerry solution was chosen by Consip to offer its mobile professionals comprehensive wireless access to email accounts, the Internet and corporate resources, enabling improved connectivity to their offices and colleagues.

BENEFITS

**IMPROVED MOBILE
WORKFORCE
PRODUCTIVITY**

**SHORTENED THE DECISION
MAKING PROCESS**

**HIGH ROI (RETURN
ON INVESTMENT) AND
LIMITED TCO (TOTAL
COST OF OWNERSHIP)**

**CAN BE INTEGRATED
WITH EXISTING
CORPORATE ACCOUNTS
WITH NO ADDITIONAL
IT INVESTMENT**

"It is really unusual to see people stationed at their desk for long periods in our organisation. The managers of Ministry departments do business through meetings and discussions, which often take place out of the office. As communication between employees and senior Ministry officers is so frequently conducted by email, we needed to find a solution to allow managers working for the Economy and Finance Ministry to stay connected during long off-site meetings and while travelling. BlackBerry was the right solution for us."

Mr Federico Alker
Informative System Director,
First and Second department
and Accounts Court
Consip S.p.A.

Ministers of the Economy and Finance department were immediately impressed by BlackBerry smartphone features such as large screen displays, which offer clear viewing of data, the ability to open and view attachments in common file formats and the full QWERTY keyboard, which offers a familiar typing process. These user-friendly and intuitive features have meant that Consip hasn't needed to set-up formal employee training on the use of BlackBerry smartphones.

WHY BLACKBERRY?

The BlackBerry solution is a comprehensive wireless communications platform that offers many features for mobile professionals, including access to email, telephone, Internet, calendar, organiser and corporate applications – all from a single mobile device.

Using the BlackBerry Enterprise Server, Consip provides its managers with a BlackBerry device to wirelessly send and receive email messages from anywhere, anytime. The solution calls for minimal additional costs in terms of software and IT support, as BlackBerry smartphones can be integrated with existing corporate email accounts.

During Consip's selection process, one standout feature of the BlackBerry solution was its push email capability, enabling instant delivery of incoming emails to the BlackBerry smartphone, with no need to manually connect to the computer and download email messages. The calendar and organiser features are also appreciated by executives, who make use of the automatic synchronisation of the device with their PC.

The BlackBerry solution's high level of security, which uses AES and triple DES encryption, and the ability to remotely wipe information from devices in case of loss or theft, met the needs of both mobile professionals working with the ministry and the IT department, whose job it is to safeguard confidential data.

In terms of ROI, which was an important goal for Consip, the BlackBerry solution has improved the productivity of travelling managers, increased ROI and reduced telecommunication costs. The monthly flat fee negotiated with Consip's mobile service provider offers users unlimited voice and data traffic at competitive prices.

FUTURE PROGRAMS

Consip is planning to promote the customization of the BlackBerry smartphones deployed to the Economy and Finance Ministry officers, by implementing applications relevant to the mobile employees, such as satellite navigation tools.

For further information: www.blackberry.com/it

TECHNICAL FEATURES

**BLACKBERRY® ENTERPRISE
SERVER V4.0**

**BLACKBERRY® 8700g
SMARTPHONES**

**BLACKBERRY CASE STUDY
CONSIP S.p.A.**

