

Xobni's clean Outlook integration and intuitive Interface make deployment worry-free for IT Managers

## Find Critical Documents in a Flash

When Jarrod Kovarik joined BAE Systems, he brought more than an accomplished resume in Information Technology; he also came powered by Xobni. Jarrod was first introduced to Xobni at his previous employer. Initially, Jarrod was delighted with the improved contact management, file attachment discovery and email network features. As he explored Xobni more, Jarrod had an "aha!" moment when he needed to quickly pull up an email during a call: "I found a critical document buried deep inside a .pst file – literally within seconds!"

## No More Lost Emails

Within the context of a large company like BAE Systems, Jarrod details how Xobni addresses the pain point of lost information in the inbox. "Many organizations struggle with the challenges associated with vital information being buried away in large mailboxes. Xobni allows these folders to be rapidly searched without the need to construct formal processes." Also mindful of having to train users across an enterprise, Jarrod was impressed with Xobni's clean Outlook integration and intuitive interface.

## Improve Relationships with Clients and Colleagues

One of Jarrod's biggest supporters in implementing Xobni at BAE Systems is Mike Pearson, who was initially introduced to the product by Microsoft itself; a colleague at the software giant recommended Xobni as a "cool Outlook productivity tool." As a Data Management Strategist, Mike looks for new ways to leverage the explosion of data in the enterprise to improve the productivity of the workforce. Mike elaborated further on Xobni's advantage: "Xobni demonstrates the difference between filtering and... (cont. on page 2)

"A typical mailbox doesn't show the connections within a company. Xobni transforms your inbox from a mail-store into a collaboration tool which makes networks and people connections visible, both inside and outside of the company. "

-Mike Pearson, Data Management Strategist, BAE Systems

searching. The standard search in Outlook is nothing more than a filter. Searches are much quicker, and more effective as Xobni identifies connections between people and information.”

In addition to Xobni’s lightning-fast search capabilities, Mike is excited about the integrated social networking features. “A typical mailbox doesn’t show the connections within a company. Xobni transforms your inbox from a mail-store into a collaboration tool which makes networks and people connections visible, both inside and outside of the company. Although less measurable, it is still a feature very beneficial to the user.”

## Growing with the Enterprise

Currently, a subset of BAE Systems employees is using Xobni to unlock the wealth of information in their inbox. More workers are eagerly waiting for the chance to install Xobni while Jarrod and his team evaluate Xobni For Business, which allows large enterprises like BAE Systems to deploy and control Xobni from one simple interface. Once enough data is gathered, Jarrod looks forward to rolling out Xobni to a much larger group later this year. your team’s Outlook windows.

### **About BAE Systems:**

BAE Systems is the premier global defense, security and aerospace company delivering a full range of products and services for air, land and naval forces, as well as advanced electronics, security, information technology solutions and customer support services.

### **Industry:**

Defense & Space

### **Number of Employees:**

106,000