



## Cass and True Wireless Partner to Deliver Managed Mobile Device Management for Corporations With a Mix of Corporate- and Employee-Owned Devices

11/27/12

Nov 27, 2012 (Marketwire via COMTEX) --Cass Information Systems (NASDAQ: CASS), a [telecom expense management](#) services provider, and True Wireless, a leading enterprise wireless solutions provider, announced a strategic partnership to provide a turnkey, managed mobility solution for corporations that want to securely and cost-effectively control a complex environment of corporate- and employee-owned mobile devices. This unique solution combines the Cass MobileSmart [BYOD](#) service with True Wireless' ability to seamlessly provision and deploy large scale enterprise rollouts of wireless devices such as smartphones and tablets.

The partnership leverages Cass' expertise in managing complex payables with True Wireless' services expertise in managed [mobile device management](#) (MDM) and mobility device deployment to offer joint clients an end-to-end solution for completely integrated, outsourced communications lifecycle management (CLM) for fixed or wireless invoices, devices, and services. True Wireless integrated with the Cass CLM approach simplifies enterprise mobility support and delivers secure, outsourced monitoring, support and supervision of MDM environments regardless of operating system or device type.

IT industry analyst firm Gartner predicts that through 2017, 90 percent of enterprises will have two or more mobile operating systems to support. According to Gartner, in the past year, many companies have moved to Apple's iOS as their main mobile device platform, with others to follow over the next 12 to 18 months.

"A short time ago, most of our enterprise clients operated with one pure model: Access to corporate networks was available only to corporate-owned devices," commented Gary Langfitt, president of Cass Information Systems Expense Management group. "Today, employees want to bring their own devices, and that's resulted in tremendous flexibility and productivity gains, but at the same time it comes with the added cost of managing increased complexity. We're simplifying this complexity for our clients, and this new partnership will allow us to go even further in addressing our customers' needs for secure, controlled, cost-effective mobility."

"We are very pleased to be launching this partnership with the team at Cass. The clients that True Wireless serves in the enterprise marketplace are interested in partnering with large, well-established firms like Cass," said True Wireless founder and CEO, Rob Chamberlin. "We are also confident that our expertise in the wireless industry will enhance the significant value Cass already delivers to its customers."

The partnership's mobility offering is expected to benefit clients by allowing them to:

- Reduce the time and effort associated with mobile deployments of any size
- Streamline the management of all mobile assets -- corporate- and employee-owned
- Increase the ROI of mobile devices and their apps
- Enhance IT and mobile worker efficiencies and productivity
- Enable and enforce IT security, policies and compliance
- Mitigate legal and business risk associated with enterprise mobility
- Cost-effectively expand "bring your own device" (BYOD) programs to increase employee satisfaction

### About Cass Communications Lifecycle Management

Cass delivers the efficiencies and cost savings associated with traditional [telecom expense management](#) -- for both fixed and wireless telecom. With its technology-enabled managed services for Communications Lifecycle Management (CLM), Cass provides a complete solution that includes: [invoice management & payment](#), inventory management, order and provisioning management, usage management, audit, optimization & dispute resolution, as well as business intelligence and reporting. Additional services include: telecom consulting and strategic sourcing. Our [mobility management](#) solutions include expense management for BYOD.

### About Cass Information Systems, Inc.

Cass Information Systems, Inc. (NASDAQ: CASS) is the leading provider of transportation, utility, waste and [telecom expense management](#) and related business intelligence services, disbursing \$32 billion annually on behalf of its clients. With total assets of \$1.3 billion, Cass is a business process outsourcer focused on invoice processing, auditing and payment services. Cass is uniquely supported by Cass Commercial Bank, founded in 1906. Today, Cass Commercial Bank is a wholly owned subsidiary, providing sophisticated financial exchange services to the parent organization and its clients. Cass is part of the Russell 2000®. More information is available at [www.cassinfo.com](http://www.cassinfo.com).

### About True Wireless

Founded in 2004, True Wireless is a leading wireless management and solutions provider for enterprise, government and small to mid-sized business. The company manages all aspects of the wireless lifecycle, including procurement, billing, deployment, helpdesk, telecom expense management and mobile device management services. For more information, please visit [www.truewireless.com](http://www.truewireless.com).

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