

BYOD, COPE, COPL

Peak Performance Portugal 2015

Maria Garcia Iñáñez:: Dell SonicWALL Territory Manager

maria.garcia@software.dell.com



What is BYOD?



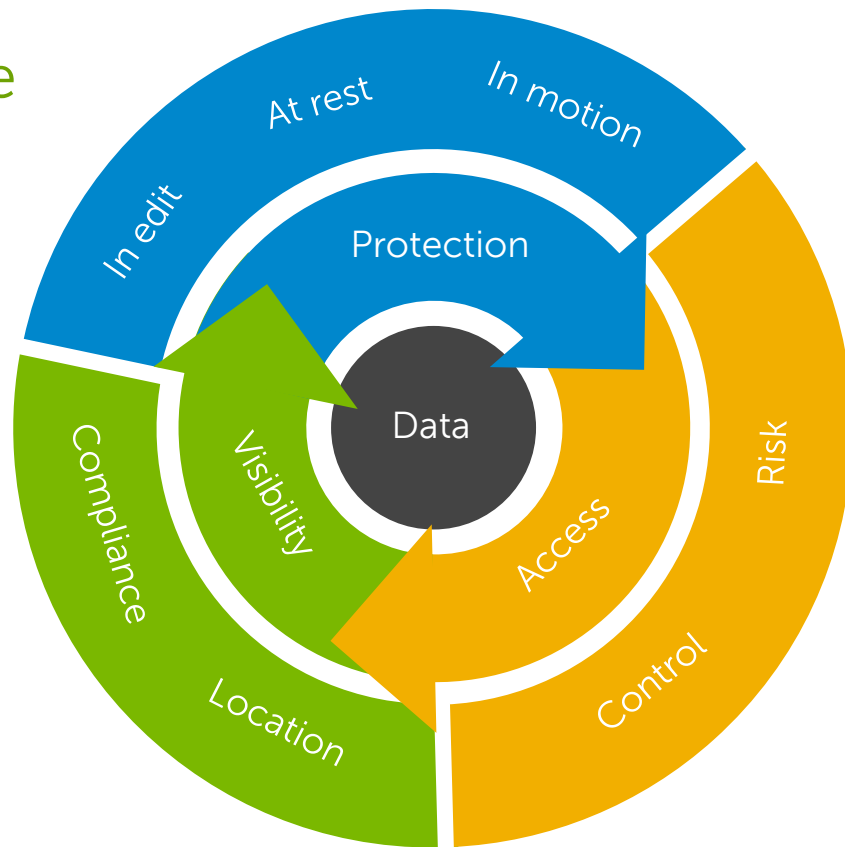
BYOD = ACDA

Access company data anywhere

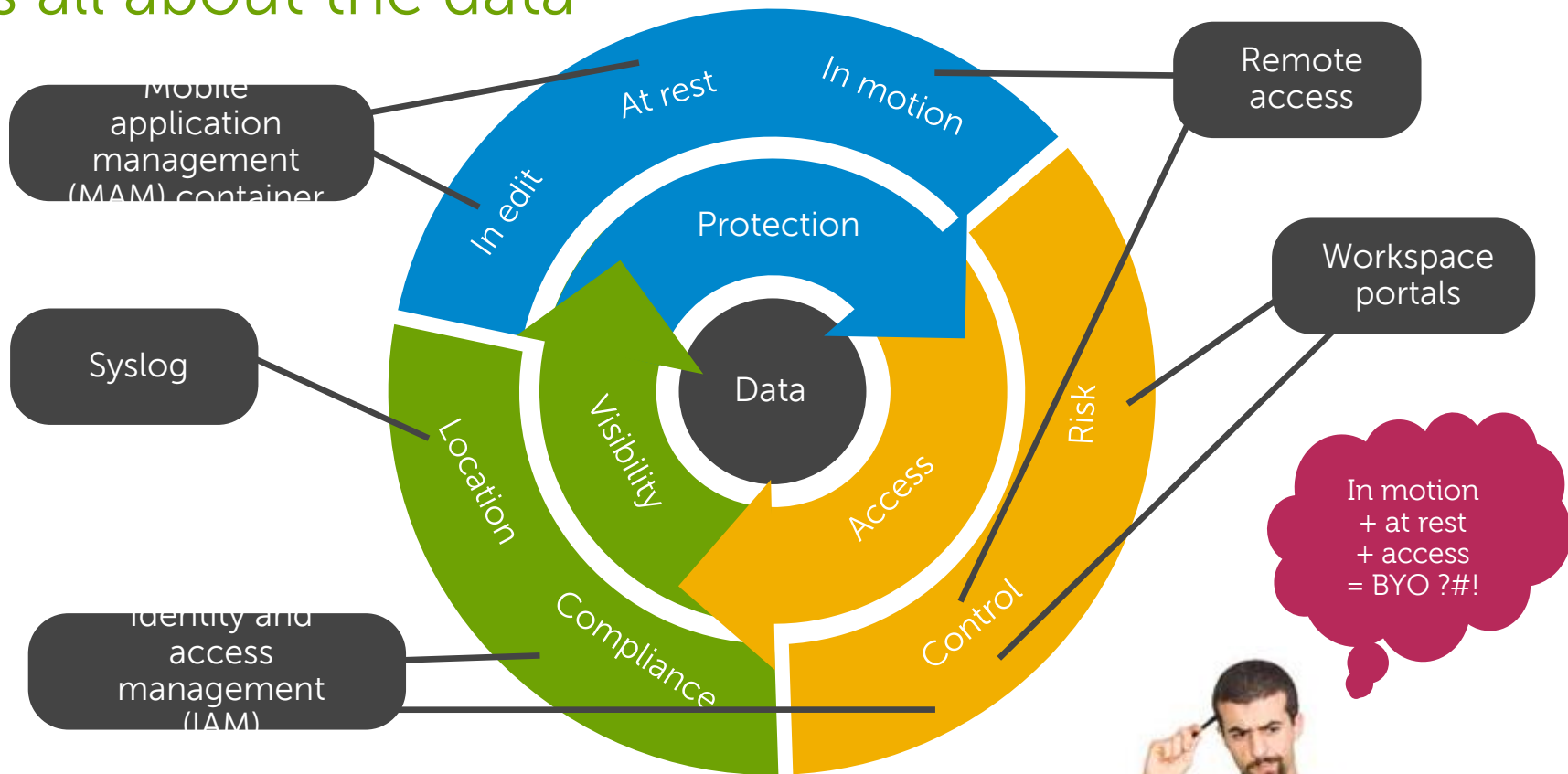
Protection: Secure from both malicious third parties and naive or disgruntled company employees.

Access: Provide and continually evaluate who can access what data from where, on which devices.

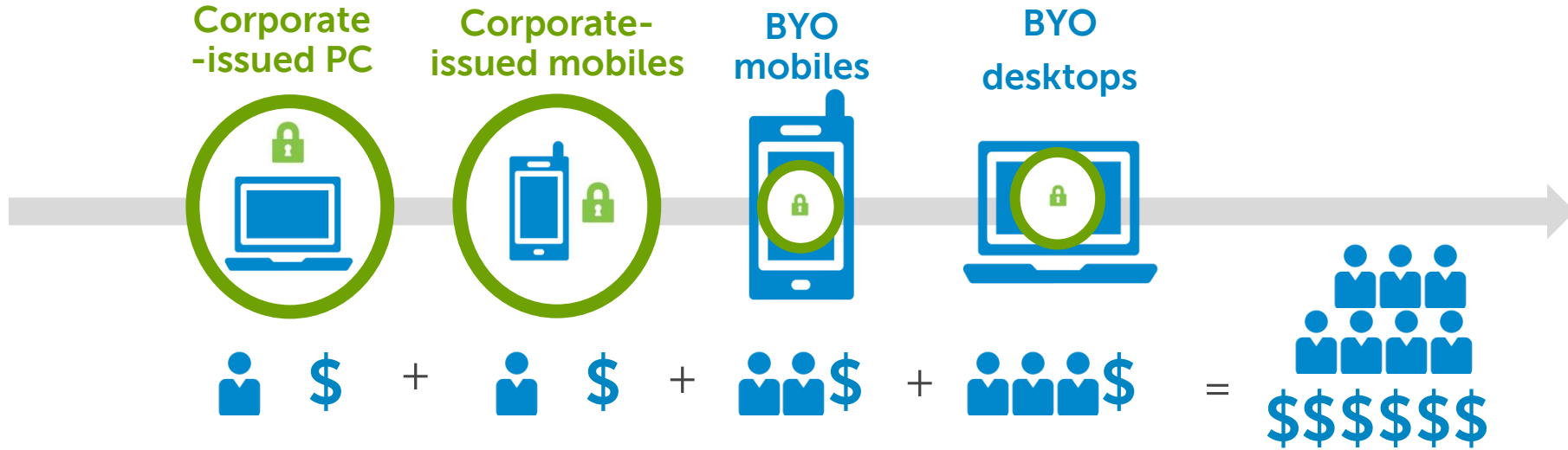
Visibility: Know where/how data is being accessed to forecast demand and reduce total cost of ownership (TCO).



It's all about the data

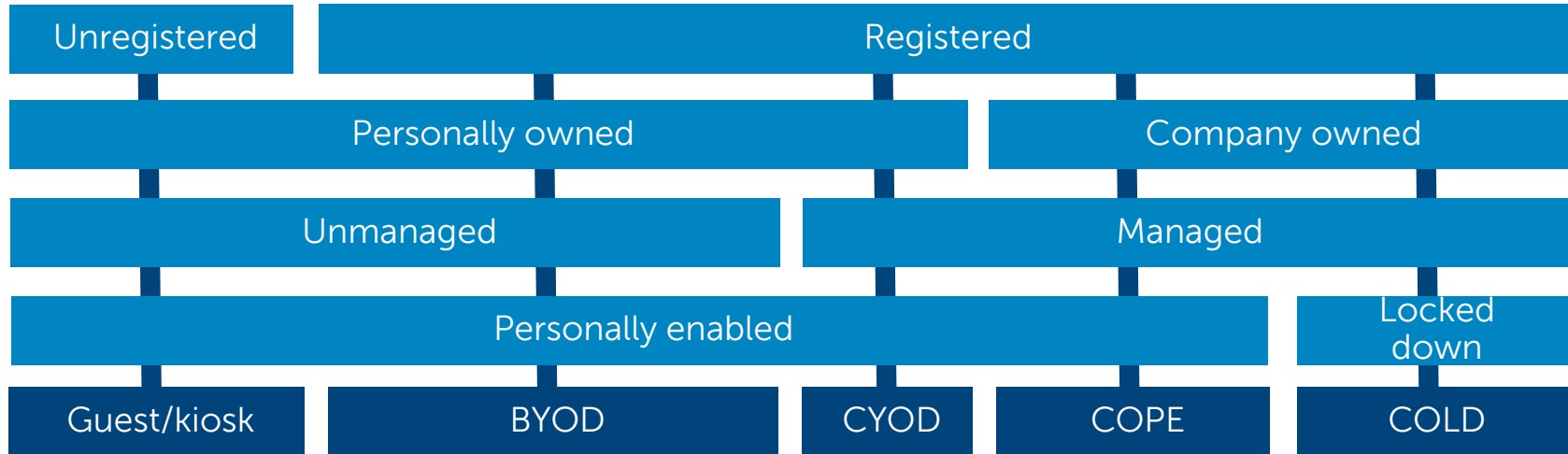


BYOD hidden costs

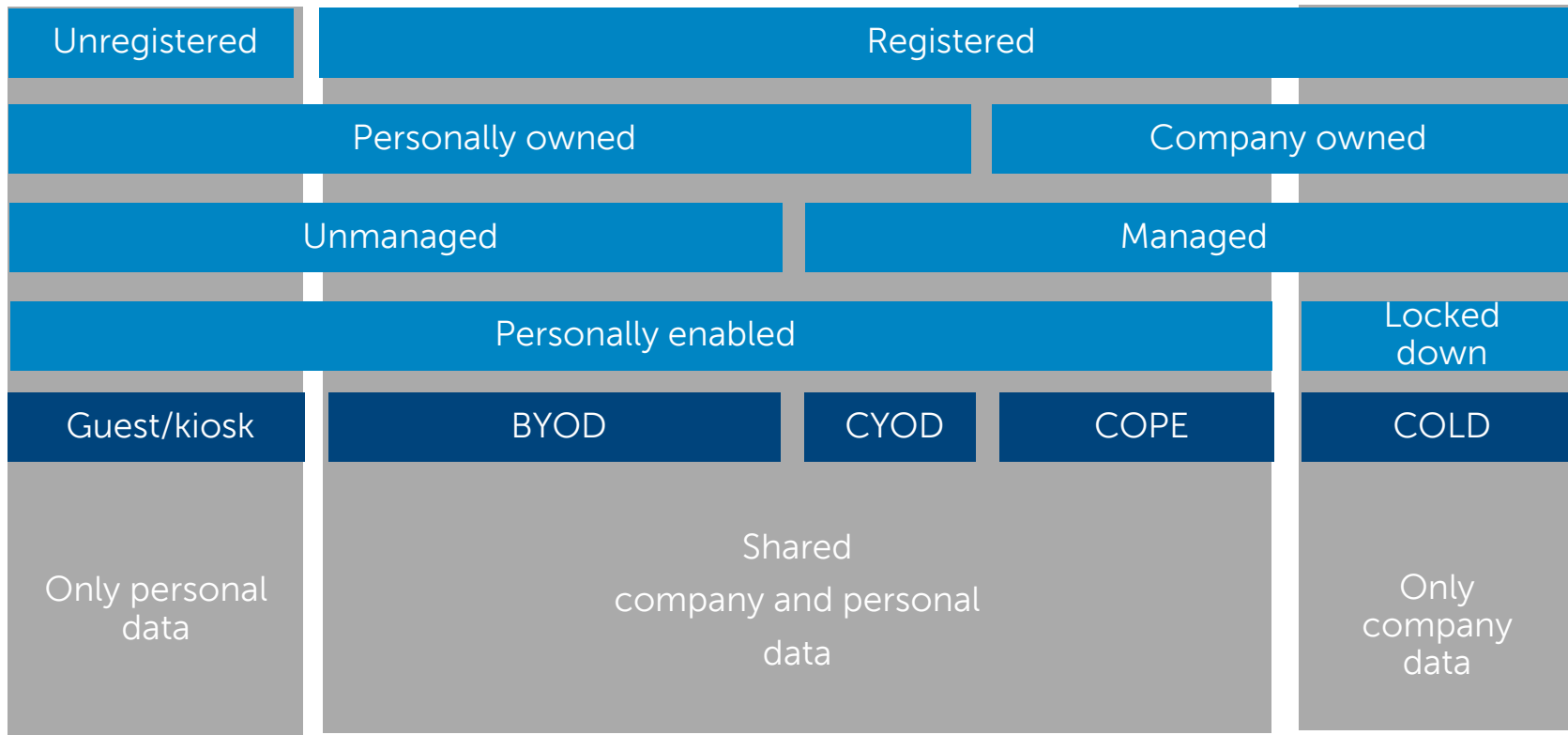


- Multiple solutions from different vendors required for a complete service
- Each new device type or application requires new specialist technology and skill
- Managing users' access and protecting corporate data involves new assessments

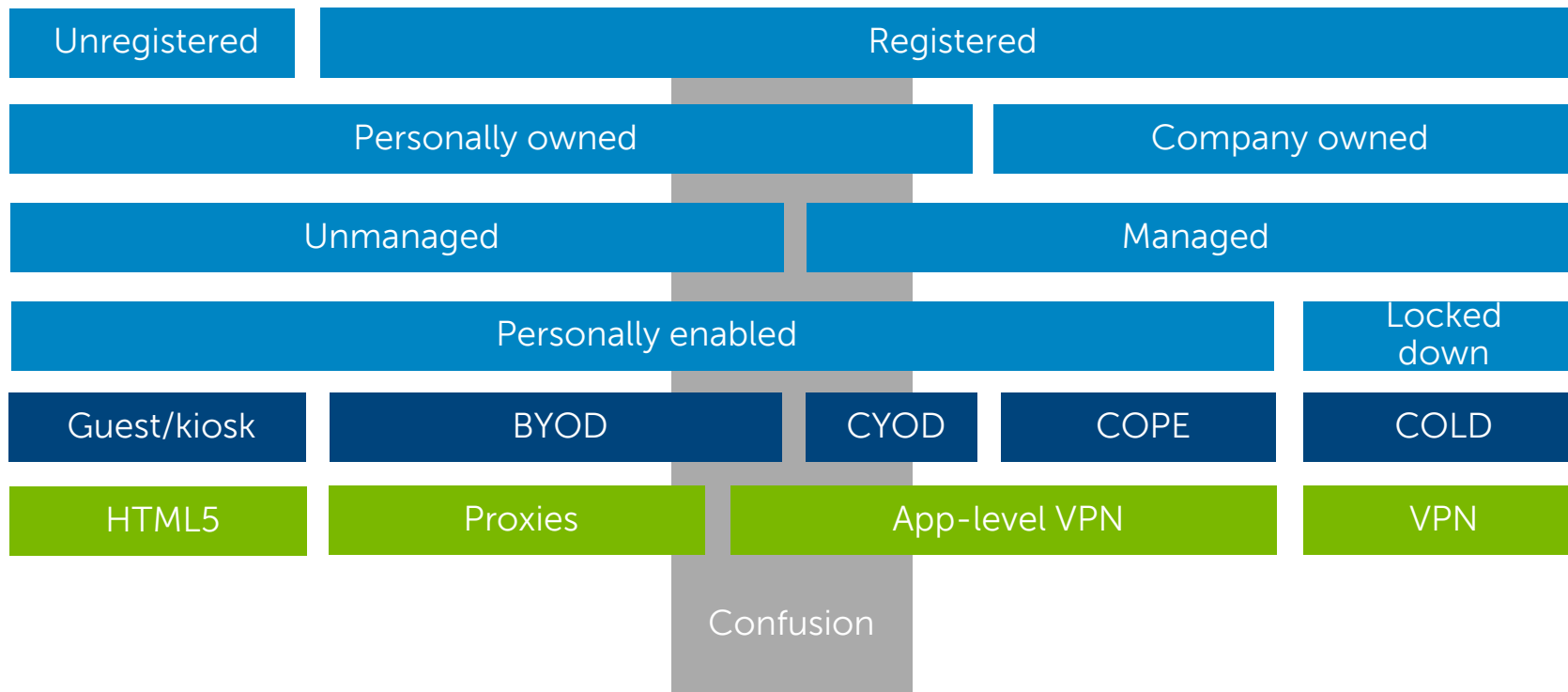
Positioning BYOD with the customer



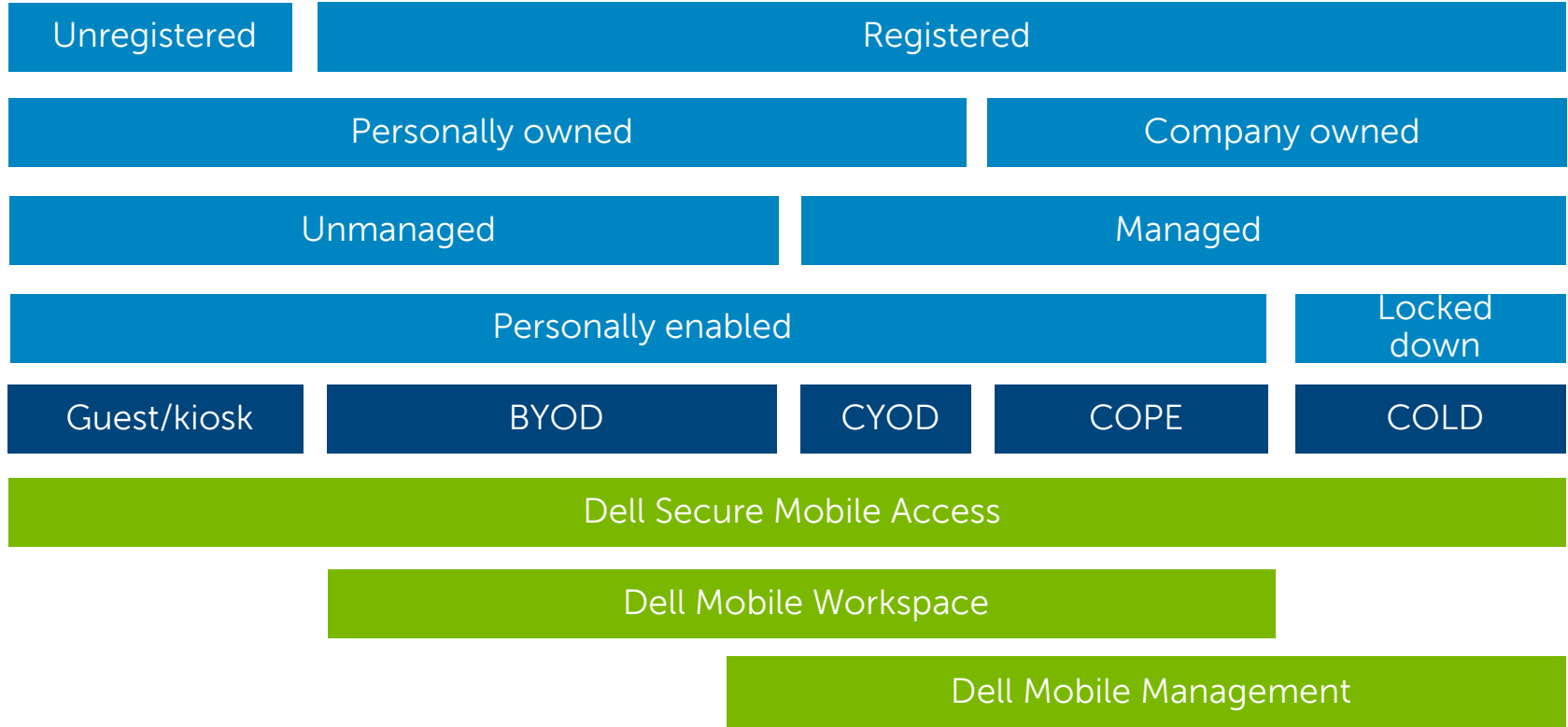
Only three differentiated groups



Cut down the confusion by focusing on the data



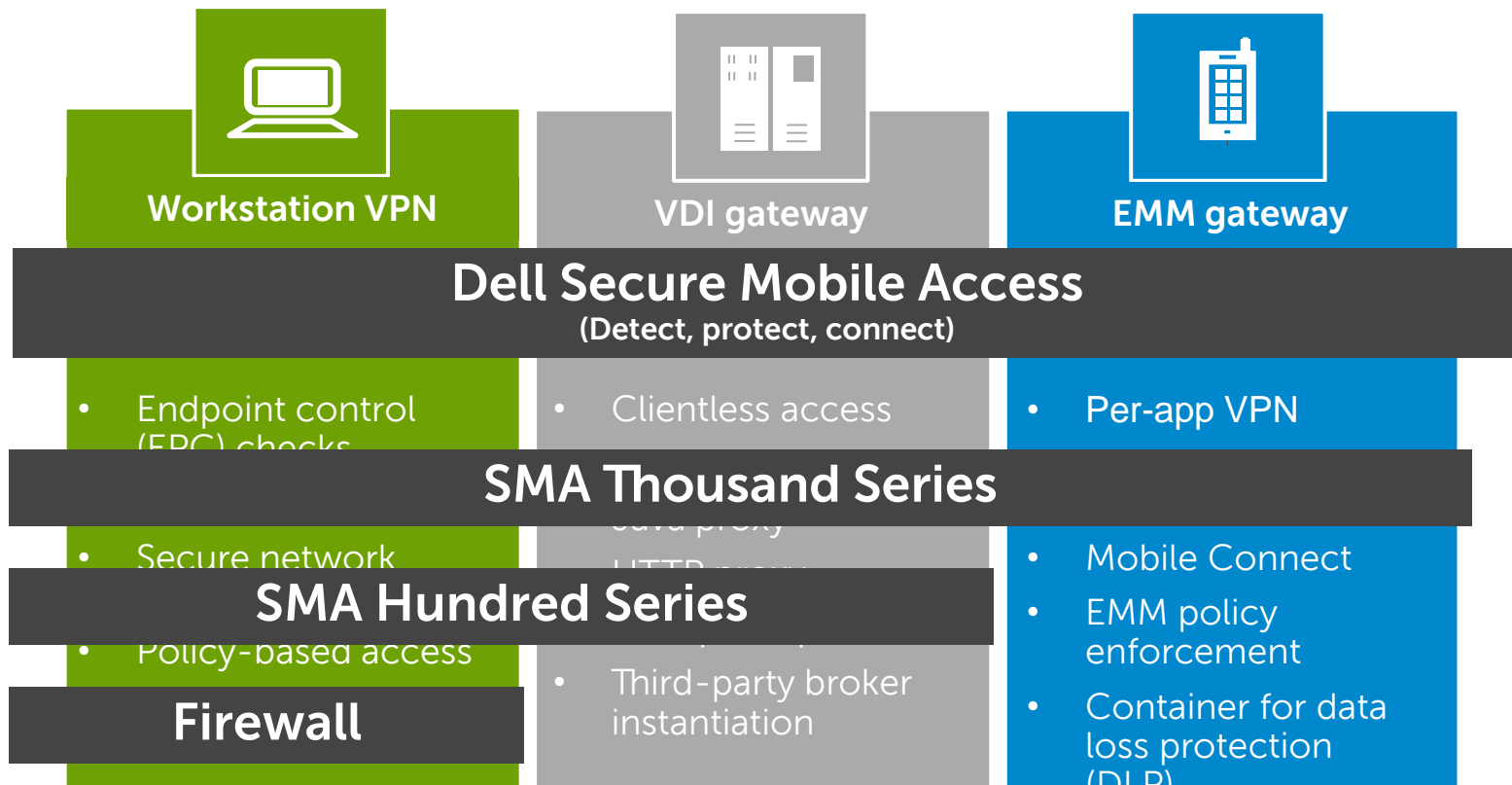
Dell has a solution for them all



Dell Secure Mobile Access



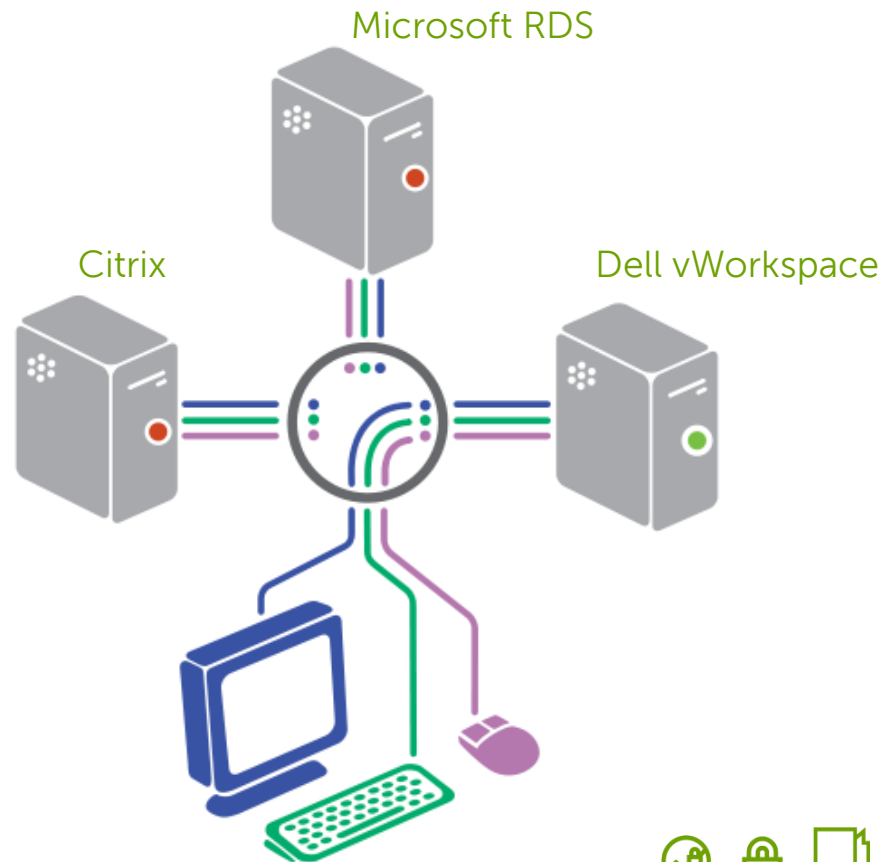
Flexible, secure and connected





VDI gateway: Bring your own display

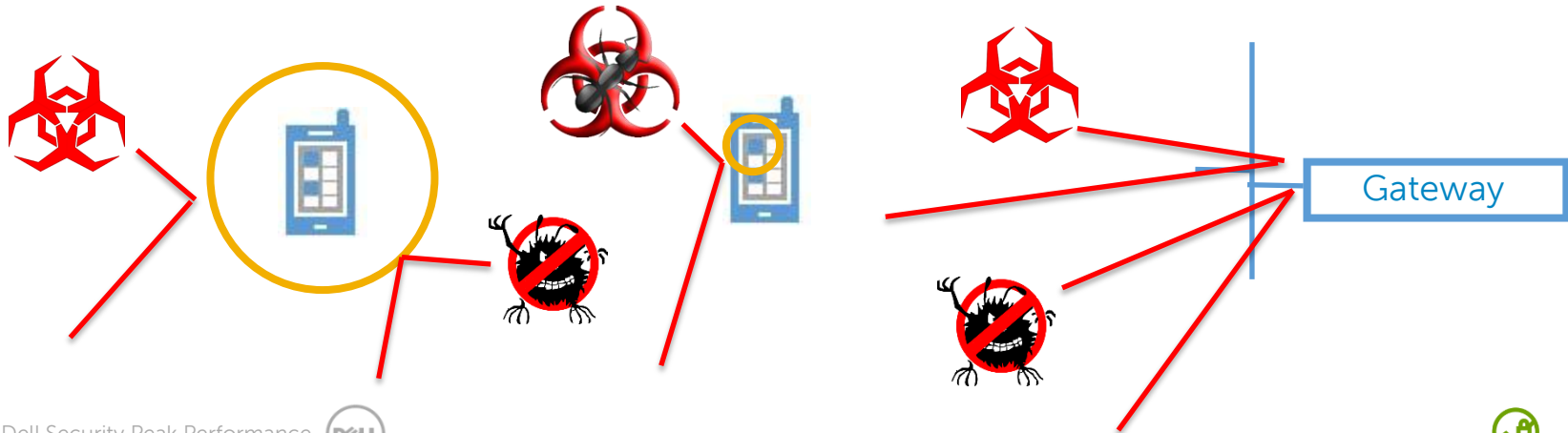
- Provides remote KVM control of a session running inside the data center.
- DLP provided via data center perimeter.
- The core of the SSL VPN clientless strategy is still a key driver in the market today.
- Offers support for Citrix, Microsoft Remote Desktop Services (RDS), VMware View, Dell vWorkspace



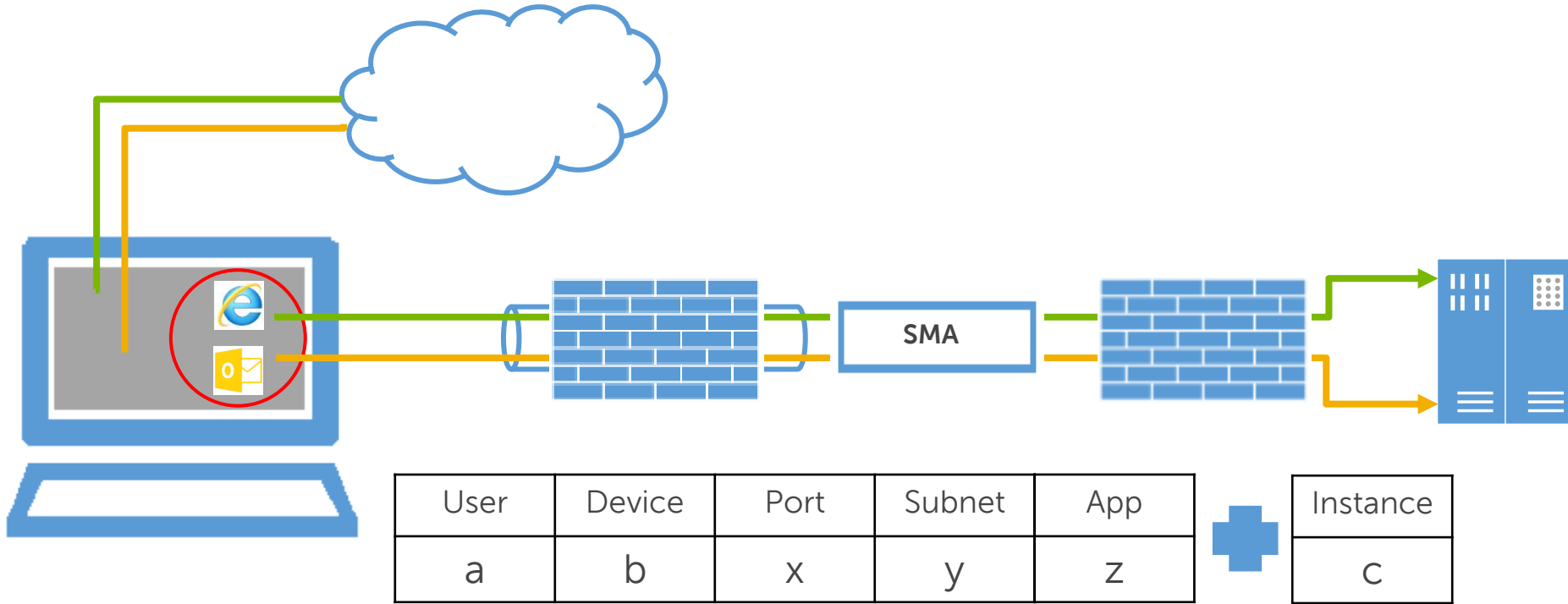


EMM gateway: Borrow your organizations data

- Mobility has become the norm as it enables employee productivity with anytime, anywhere data access.
- However, the same stringent control over data flow and access afforded to a more well-understood, traditional desktop and VPN solution is not always being adopted for mobile for reasons of convenience and preserving a well-liked consumer workflow.



EMM gateway: App VPN + access control



SMA + third-party MDM providers

- Partnered with the leading MDM vendors
- In-house solution through Dell Mobile Management
- Ability to deploy Mobile Connect (MC)
- Ability to deploy configuration to MC
- Ability to enforce per-app VPN policy



Dell SMA Product Range



SMA product range

Secure
Mobile
Access (SMA)
appliances



SRA EX9000



Mobile
Connect



Spike
license



Endpoint
control



Secure
Virtual Assist



Advanced
reporting



Native access
modules

New

SMA 7200

New

SMA 6200

New

Virtual Appliance
VMware, Hyper-V

Secure
Remote
Access (SRA)
appliances



SMA 400



Mobile
Connect



Secure Virtual
Access



Secure Virtual
Assist



Secure Virtual
Meeting



Web app
firewall



Spike
license

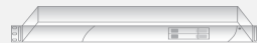


Endpoint
control

Soon

SMA 200

Soon



Virtual Appliance

Simple, policy-
enforced, per-
app VPN access
to corporate data
and resources
without
compromising
security



Today's appliance lineup

Hardware cost MSRP

\$35,000

\$12,500

\$4,500

\$1,750

\$1,095



EX9000



SMA 7000



SMA 6000



SRA 4600



SRA 1600

100

250

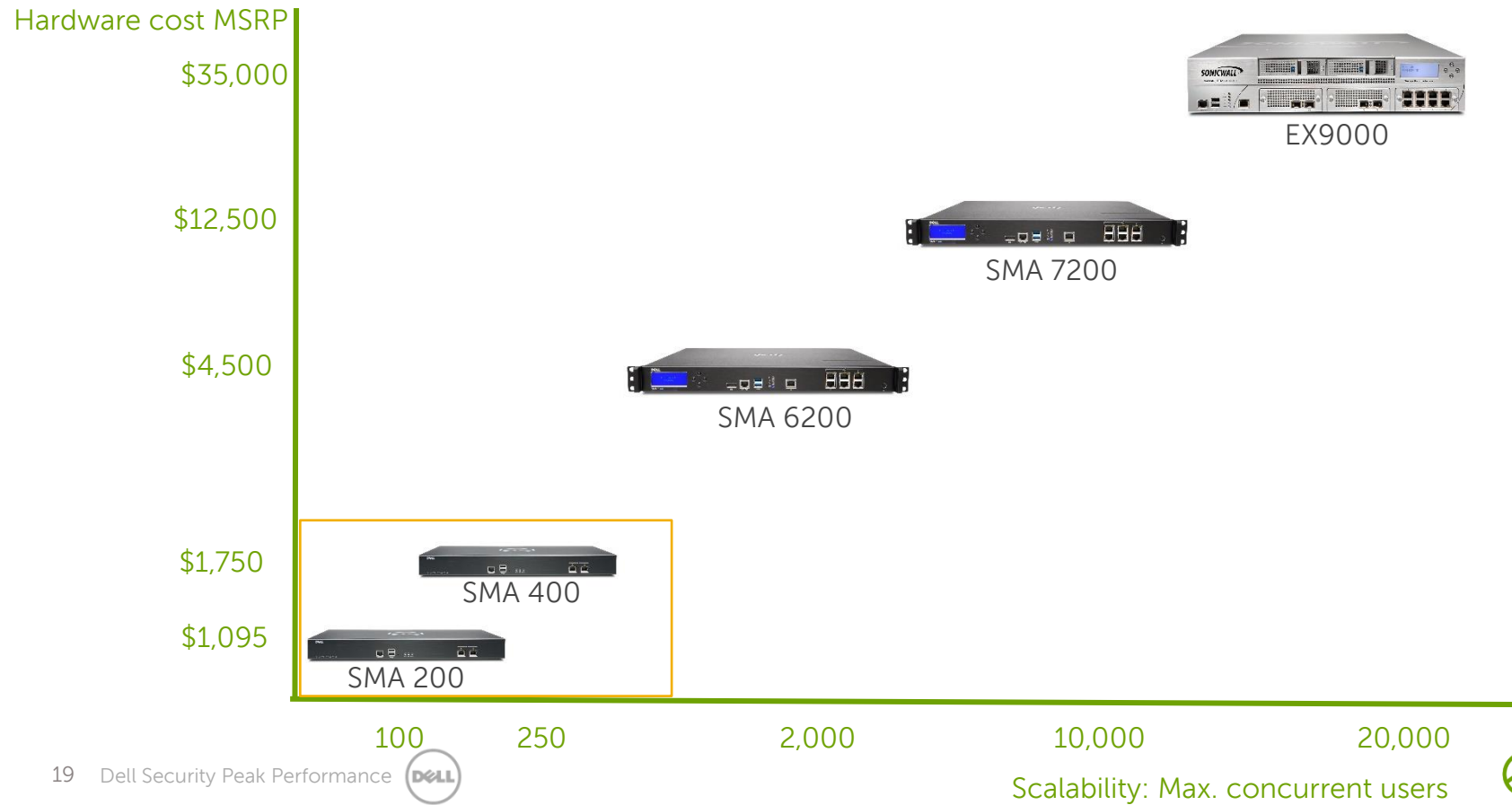
2,000

10,000

20,000



Linear alignment of capacity, features and price



New hardware — SMA 6200 and 7200

Dual

Hard drives,
RAID 1
redundancy

8x

(2,000 users)
More
concurrent
users on the
6200

8x

More
powerful

2x

(10,000 users)
More
concurrent
users on the
7200

4x

More
RAM



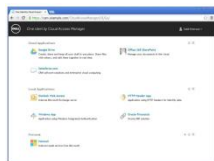
Dell Connected Security



Dell's mobility heritage



Dell SonicWALL
SMA



Dell One Identity
Cloud Access
Manager



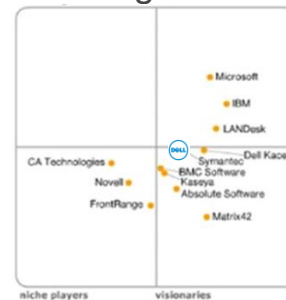
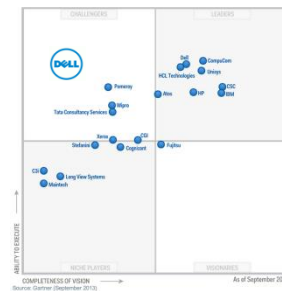
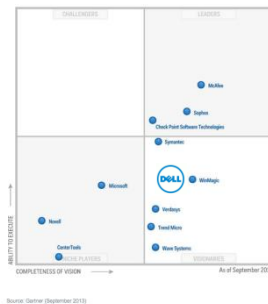
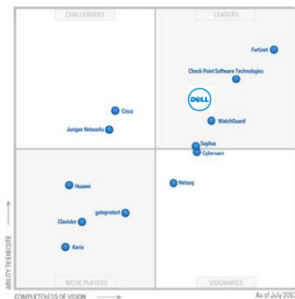
DDP | E
Enterprise



App Services

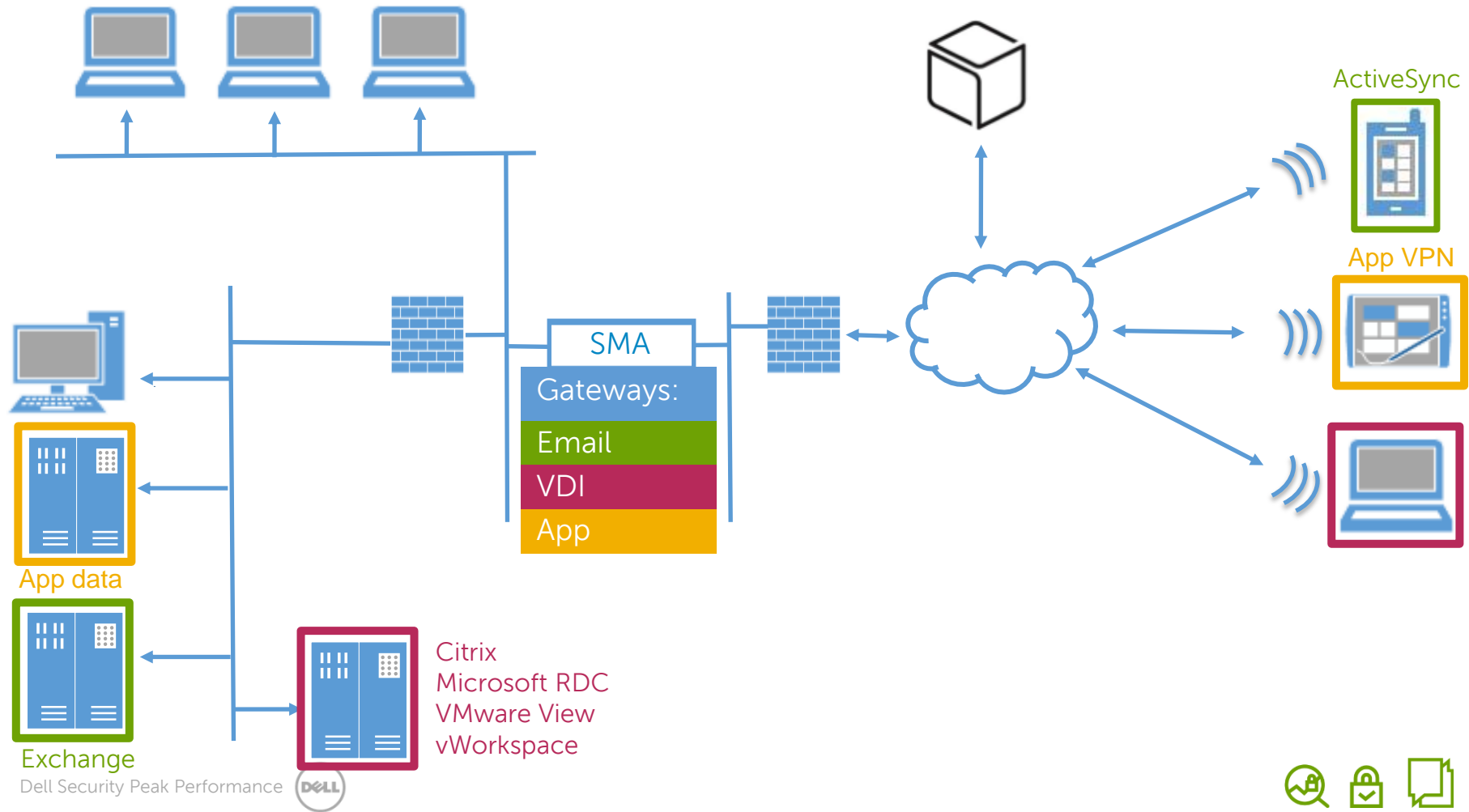


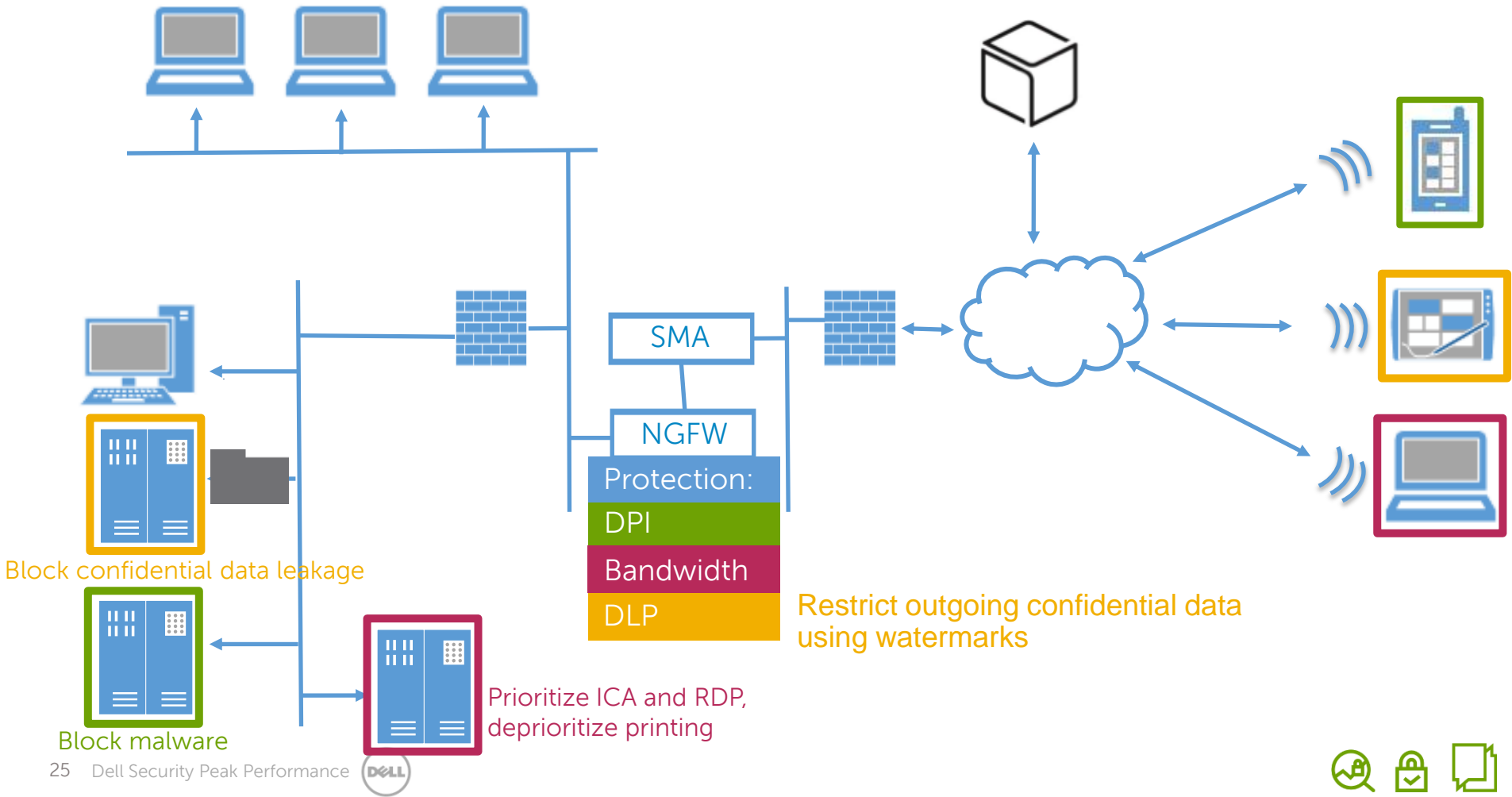
Dell KACE
Systems
Management

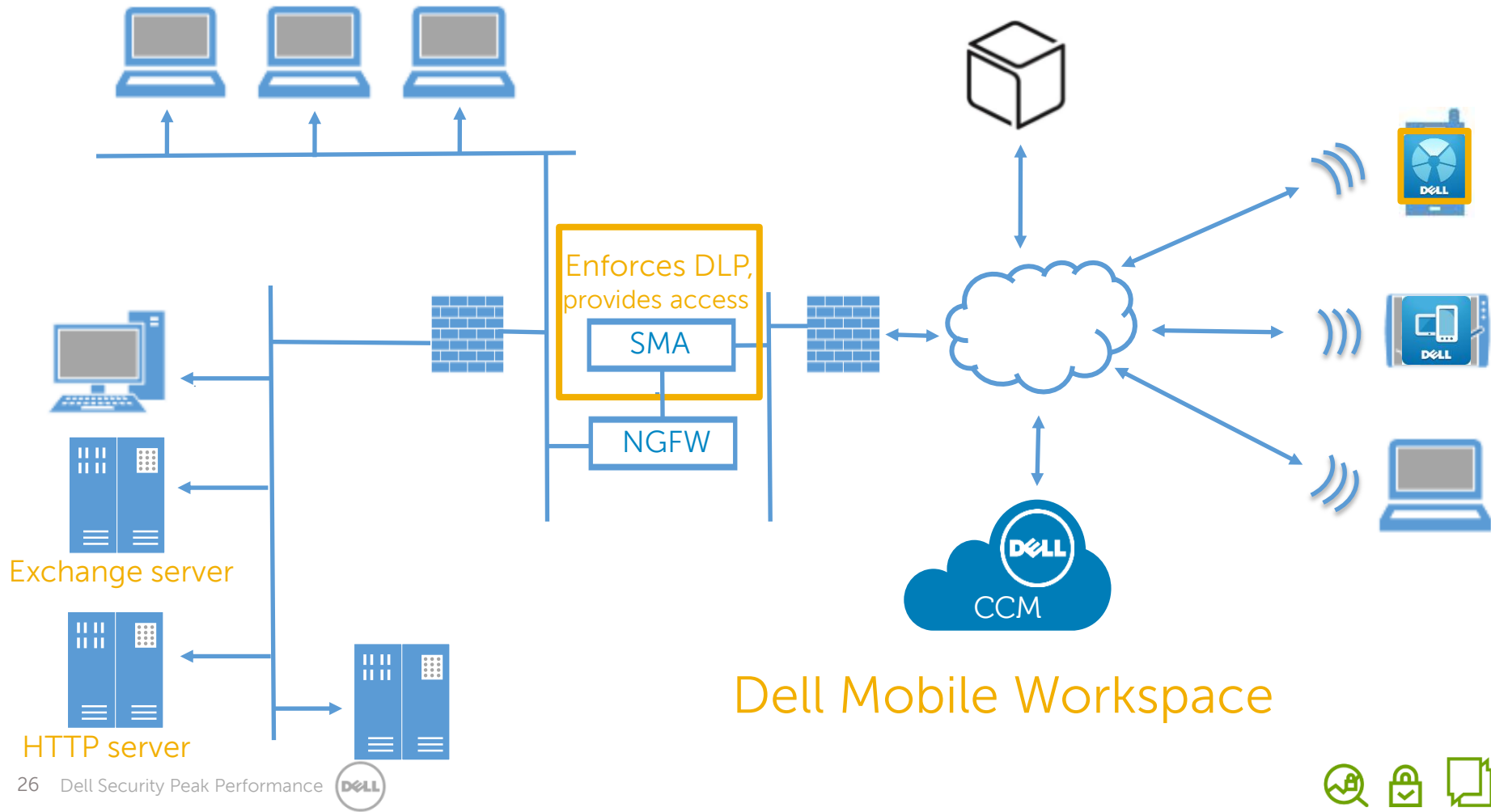


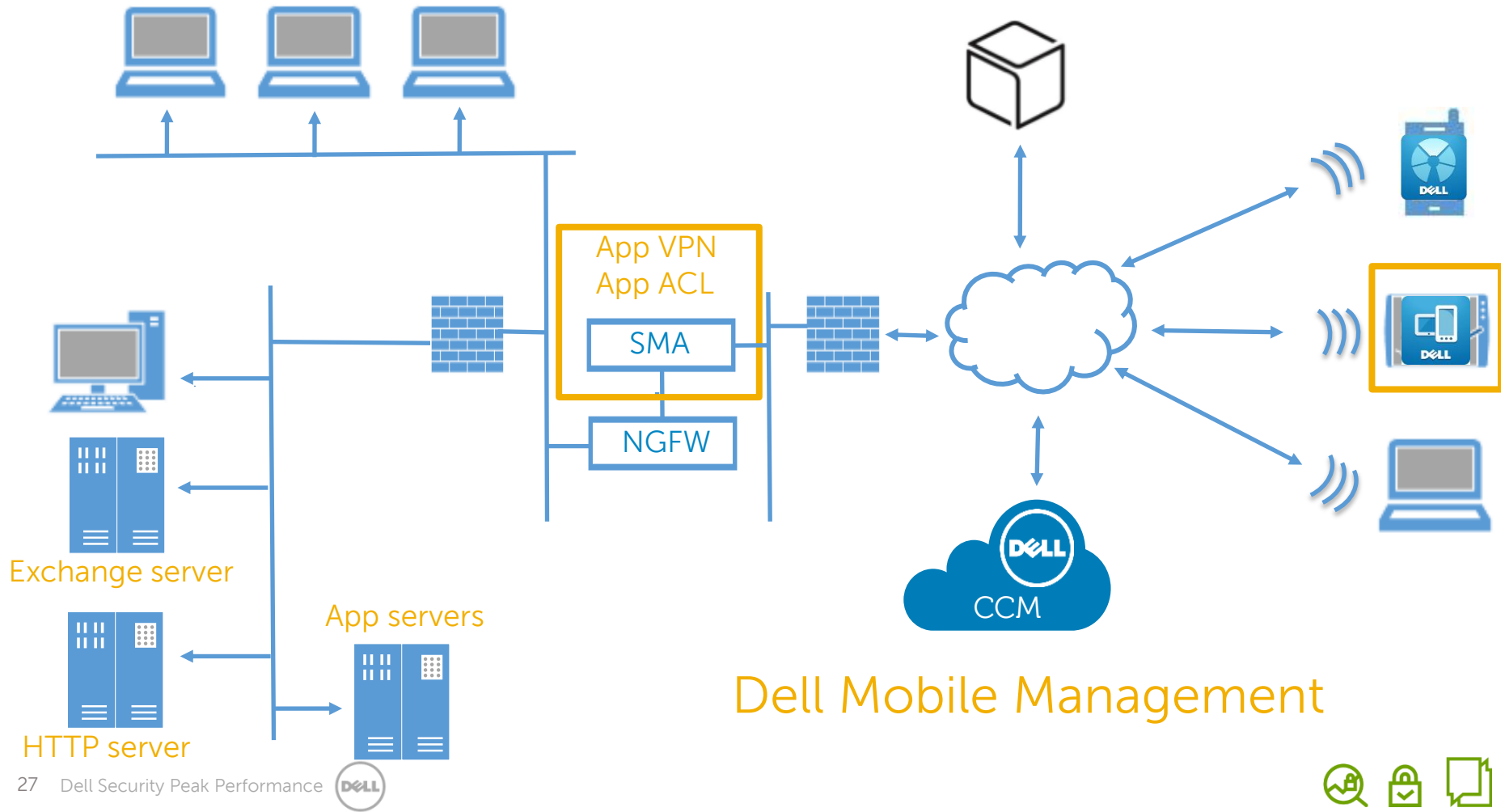
Recap











Utilize your resources

At Peak

Visit the **Demo** zone

Get familiar with the SonicWALL demo site

<http://livedemo.sonicwall.com>

After

Set up a free trial at mysonicwall.com

Download the Dell Mobile Solutions app

Visit our websites:

www.sonicwall.com / software.dell.com

Stay connected



Dell Security Group



@DellSecurity



/DellSecurity



Thank you

Maria Garcia Iñáñez: maria.garcia@software.dell.com

