Discover 2013
It’s time to build a better enterprise. Together.
BYOD the HP Way: Secure, Device-Agnostic Network Access Management

Session TB2392

Erik Papir

June 2013
Bring Your Own Device cannot be ignored

About

50%

Workers are using three or more devices for work, but IT doesn’t see it.¹

Approximately

4.5 billion

Personal client devices will be on the network in 2015²

More than

2X

Through 2014, employee-owned devices will be compromised by malware at more than double the rate of corporate-owned devices³

Simplicity

Scalability

Security

² IDC: The Empowered IT User: How Individuals Are Using Technology & Redefining IT (March 2012), Doc #DR2012_GS4_DL
BYOD in the news

Consumerization of IT will have a positive impact on user satisfaction over the next 12-18 months

“80% of the IT folks surveyed see BYOD as a big win.”
The new end-user for IT – the “Prosumer”

The Prosumer uses the platforms and devices they choose in order to access data and applications they feel makes them more productive.

The Prosumer is always connected, consuming services on their terms.
Pressure on IT

How to remain relevant in this new era?

Employees/business units have been driving the device agenda, forcing the introduction of less secure platforms and non-enterprise grade cloud services.

- Ease of access to applications
- Collaboration services
- Real time voice & video services
- Data sharing services
- Messaging services

IT is currently reacting ......
BYOD - Enabling connectivity

Secure Wireless Device Access
Securing wireless/wired and supporting BYOD

MDM/MAM
Mobile Device Security
Mobile App Management
Mobile Content Management
Mobile Device Management

SYBASE

SAP

MobileIron

Afaria
Challenges for enabling connectivity
Legacy networks unprepared for BYOD
Complex, limited and vulnerable

Vulnerable network edge

Separate networks & management

Limited BYOD essentials

Wired

Wireless
Requirements for enabling connectivity
Top three most-wanted BYOD capabilities

Capabilities needed for tools

Centralized Functionality

Logging, Monitoring & Reporting

Ease of Deployment

SANS Mobility/BYOD Security Survey March 2012
Unified Bring Your Own Device (BYOD) solution to enable connectivity
Complete unified Bring Your Own Device (BYOD) solution
Simple, Scalable and Secure

Software-Defined Networking (SDN)

Unified Wired & Wireless Network & Management

Limited BYOD Essentials

- Provisioning
- Monitoring
- On-boarding

- Application Layer
- Control Layer
- Infrastructure Layer

- Management
Delivering a complete unified solution for BYOD

Comprehensive unified wired-wireless access products and management solution

Software-Defined Network (SDN) Security

Unified Wired & Wireless Network & Management

Unified BYOD Essentials

- IMC User Access Manager 5.2 (UAM)
- HP IMC Smart Connect
- 830 Unified Wired-WLAN Switch
- Unified Wired-WLAN 10500/7500 Module
- 2920 Series Switches
- Wi-Fi Clear Connect

Services

- WLAN Lifecycle
- Design & Validation

Sentinel Security SDN Application

Virtual Application Networks SDN Controller
Unified Wired-WLAN solution deployment
## Considerations for simplifying and securing BYOD

<table>
<thead>
<tr>
<th>Admin Needs</th>
<th>User Expectations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Who are you?</strong></td>
<td><strong>I'd like access</strong></td>
</tr>
<tr>
<td><strong>Is your device compliant?</strong></td>
<td><strong>User or Guest Credentials</strong></td>
</tr>
<tr>
<td><strong>Is your device clean?</strong></td>
<td><strong>Yes, may I connect?</strong></td>
</tr>
<tr>
<td><strong>What is your role and device type?</strong></td>
<td><strong>Should be. What can I access?</strong></td>
</tr>
<tr>
<td><strong>What are you accessing?</strong></td>
<td><strong>Guest with Window 8 Mobile</strong></td>
</tr>
<tr>
<td><strong>Ugh! How do I keep my network safe?</strong></td>
<td><strong>Email, search, social media</strong></td>
</tr>
</tbody>
</table>

**Onboard**

- I'd like access
- User or Guest Credentials
- Yes, may I connect?
- Should be. What can I access?
- Guest with Window 8 Mobile
- Email, search, social media

**Provision**

- What are you accessing?

**Monitor**
Unified BYOD essentials

Process for on-boarding, provisioning and monitoring BYOD users, devices

1. On-board
   - Automated onboarding with user self registration
   - Advanced device identification

2. Provision
   - Multi-vendor unified wired and wireless enforcement
   - Apply consistent user policies

3. Monitor
   - Monitor threats & quarantine
   - Integrates w/ User Behavior Auditor for access history
   - Analytics to optimize user experience

Corporate Network

Intelligent Management Center (IMC)
- Single pane-of-glass management
- Unifies wired-wireless networks
- Simplifies implementation & operation

I have access

I’m on

Network is running well

User

Admin
Essential BYOD building blocks
IMC – centralized functionality and ease of deployment

Single pane-of-glass management

- User & Device Access
- Applications
- Services
- Virtual Network
- Infrastructure

Full Visibility

Integrated Security

Business Efficiency

Comprehensive management for
- Wired & wireless networks
- BYOD – users & devices

Modular Service Oriented Architecture (SOA) delivering
- Security policy provisioning & enforcement
- Network traffic monitoring
- User behavior analysis by user & device type
- Posture check & agent control

Unified Infrastructure & Access Management for BYOD, Wired & Wireless
Introducing a plug-and-play BYOD management solution

Single pane-of-glass management virtual appliance
- Intelligent Management Center
- IMC User Access Manager
- Integrated database and OS
- Optional WLAN manager

Fully integrated user access policy
Speeds installation, easier to use

Simplicity from order to deploy – One part number, one file, one license!
Industry’s leading unified wired-wireless switch

Introducing 830 Unified Wired-WLAN switches

- Unified control plane & policies
- Wired & WLAN managed by IMC
- 8 and 24 GbE PoE+ port switches
- Wi-Fi Clear Connect technology for optimized connectivity

67% reduction in management tools
Up to 38% reduction in CAPEX

* Vs Cisco Catalyst 3850 with 24 APs – HP competitive analysis
Scalable unified wired-WLAN modular switch

Integrates into HP 10500/7500 software creating a unified wired-WLAN modular switch

- Higher performance & fewer devices
- New benchmark for scale
- Unified management, security and QoS
- Clear Connect optimizes mobile experience
- Investment protection
  - Integrates with switch software
  - Supports existing access points

Up to 54% lower CAPEX

2X more wireless scalability per chassis

Vs Cisco WiSM2 on Catalyst 6500—HP Competitive Analysis
Based on internal HP testing
Introducing the HP 2920 Switch Series

Delivers future-proof unified access & SDN capabilities

- High-performance stacking simplifies
- Stacking pay-as-you-grow economics
- PoE+ for access points & cameras, conference phones
- Energy Efficient Ethernet (EEE), ASICs lower power consumption

Up to 45% lower latency
Up to 100% higher performance
Up to 400% faster stack failover time

Sentinel security application
Complete unified Bring Your Own Device (BYOD) solution

Simple, Scalable and Secure

Software-Defined Networking (SDN)

Unified Wired & Wireless Network & Management

Limited BYOD Essentials

- Monitoring
- Provisioning
- On-boarding

SDN Architecture

- Application Layer
- Control Layer
- Infrastructure Layer

Management
Sentinel security application

Delivering real-time BYOD network threat protection with SDN

- Protects from malicious traffic
- Delivers real-time threat characterization
- Improved visibility & accuracy with ArcSight
- Leverages OpenFlow on switches
Sentinel security application

- Reputation(pingserver.info) → Malware
- Block access
- Alert administrator

HP Virtual Application Networks SDN Controller with Sentinel Security Application

OpenFlow (Block user flows)

Core

Distribution

Access

pingserver.info

Threat Management Center
Education

IMC Single-Pane-of-Glass Management

Main Campus
- Up to 1000 devices at remote sites
- Automated WLAN optimization tools

Remote Campus
- 50% lower licensing vs. competition
- 42% reduction in HW CAPEX

HP 2920 Switch
- Access Layer
- Wi-Fi Clear Connect
- SmartMobile
- IP phone
- Desksops

HP 830 Unified Switch
- Core Layer
- HP10500 with Unified Wired-WLAN Module
- WAN
- SmartConnect
- IP phone
- Desksops

Wi-Fi Clear Connect
- Clear Connect
- Access point
- PoE+

IP phone
- SmartMobile
- Desksops
BYOD Services & Programs

Technology Services

Wireless Ecosystem
Ongoing support for robust, scalable wireless infrastructure environments

Design & Validation
Data center & campus network design & validation services

Financial Services

• Total solution financing
• Pay for equipment usage
• Regular refresh cycles
• Replace legacy equipment

Certification Services

PartnerOne
Global support
Product training
Business development tools

ServiceOne
Partner sold & HP delivered
Partner sold & delivered
Partner sold & delivered w/HP support

ExpertOne
Certifications | HP Press | HP Institute | Cisco Fast Tracks

Channel Blitz-in-box Program

• HP 830 & HP MSM460
• Boxed for easy delivery
• BYOD pamphlet | T-shirt
• Dropbox marketing resources

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HP BYOD solution strengths

Multi-tiered security
• Universal policy across wired & wireless
• Choice of policy enforcement: user and/or device
• Advanced device fingerprinting

Simplified operations
• Single pane-of-glass management
• Unified wired & wireless
• Device & user level monitoring

Superior user experience
• User behavior analysis
• High-density, self-healing WLAN
HPN Key Sessions @ Discover

**Tuesday, June 11th**
**Why SDN changes everything**
Bethany Mayer
Innovation Theater | 12:45 – 1:05

**HP SDN’s solution offering**
Theater 1 | 1:30 – 2:30

**HP SDN solutions today**
Theater 1 | 2:30 – 3:00

**What is SDN?**
Theater 1 | 3:00 – 3:30

**Wednesday, June 12th**
**Embrace DC Networking**
Bethany Mayer
Palazzo O | 10:30 – 11:30

**Enterprise Networking SIG**
Murano 3201A | 12:00 – 1:00

**BYOD the HP Way**
Lido 3005 | 12:00 – 1:00

**Transform Lync network with SDN**
San Polo 3402 | 12:00 – 1:00

**5 select criteria for DC vendors**
San Polo 3502 | 4:30 – 5:30

**Thursday, June 13th**
**FlexNetwork delivers simplicity**
San Polo 3502 | 9:30 – 10:30

**Enterprise Networking SIG**
Titian 2201B | 11:00 – 12:00

**Unlock power of SDN**
Theater 1 | 11:15 – 12:15

**Turn your network into a Botnet detector w/Sentinel Security**
Titian 2306 | 12:30 – 1:30

**New HP FlexFabric Solutions**
Palazzo L | 12:30 – 1:30
Learn more about this topic

Use HP Autonomy’s Augmented Reality (AR) to access more content

1. Launch the **HP Autonomy AR** app*
2. View this slide through the app
3. Unlock additional information!

*Available on the App Store and Google Play
Thank you
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