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Enterprise Mobility: Moving Toward the Wireless Enterprise

Interop NY

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Mobilize the enterprise?

Cellular?

EDGE?

WLAN?

Applications?

Voice over WLAN?

EV-DO?

Mobile operators?

Mobile WiMAX?

Productivity?

Converged devices?

WAN/WLAN integration?

HSDPA?

MIMO?

Efficiency?

Security?

Location Based Services?

Laptops?

PCMCIA Cards?

SFA?

Fixed WiMAX?

Managed Services?

VoIP?

RF?

IT vendors?

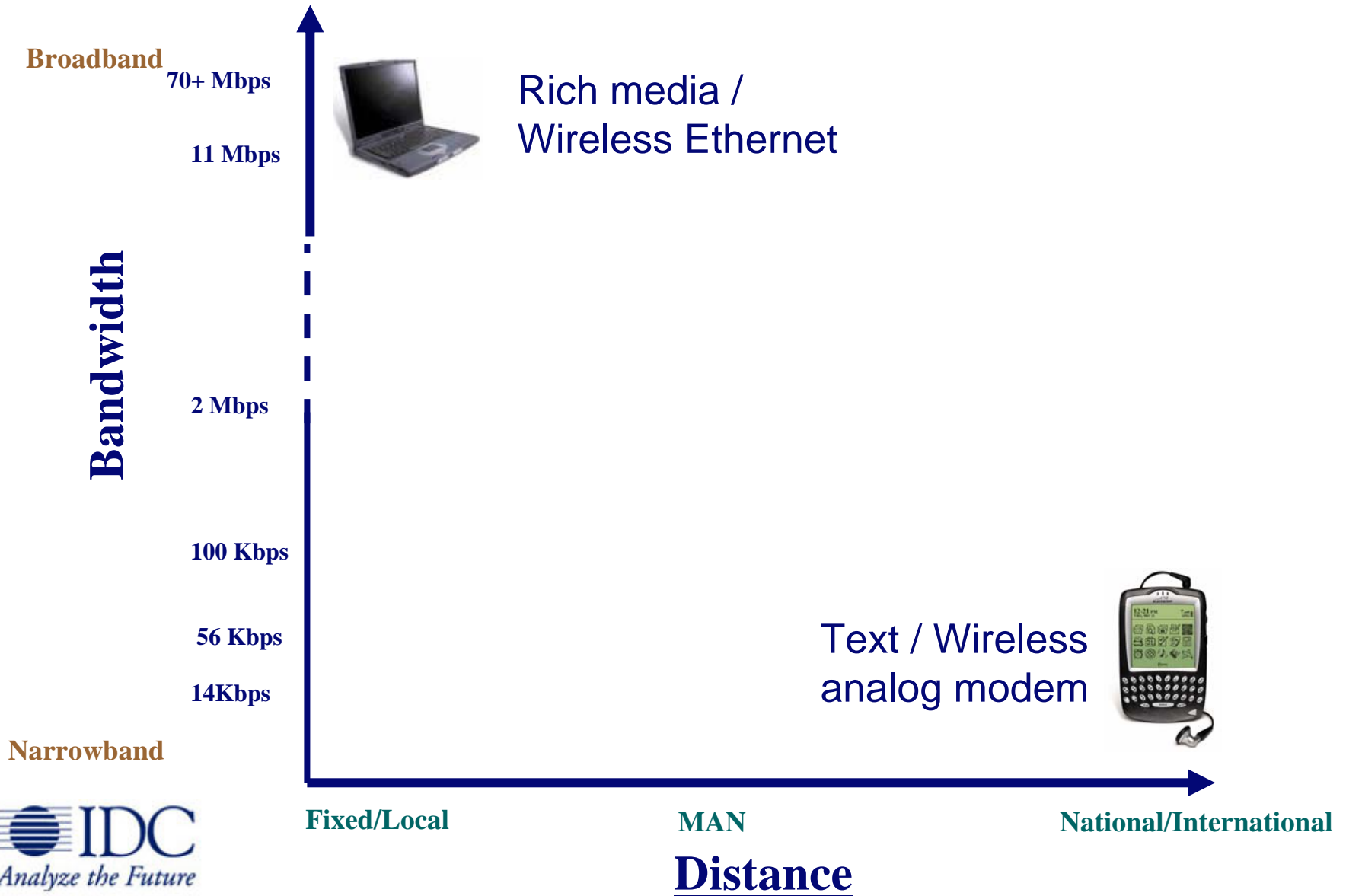
Security?

Thin access points?

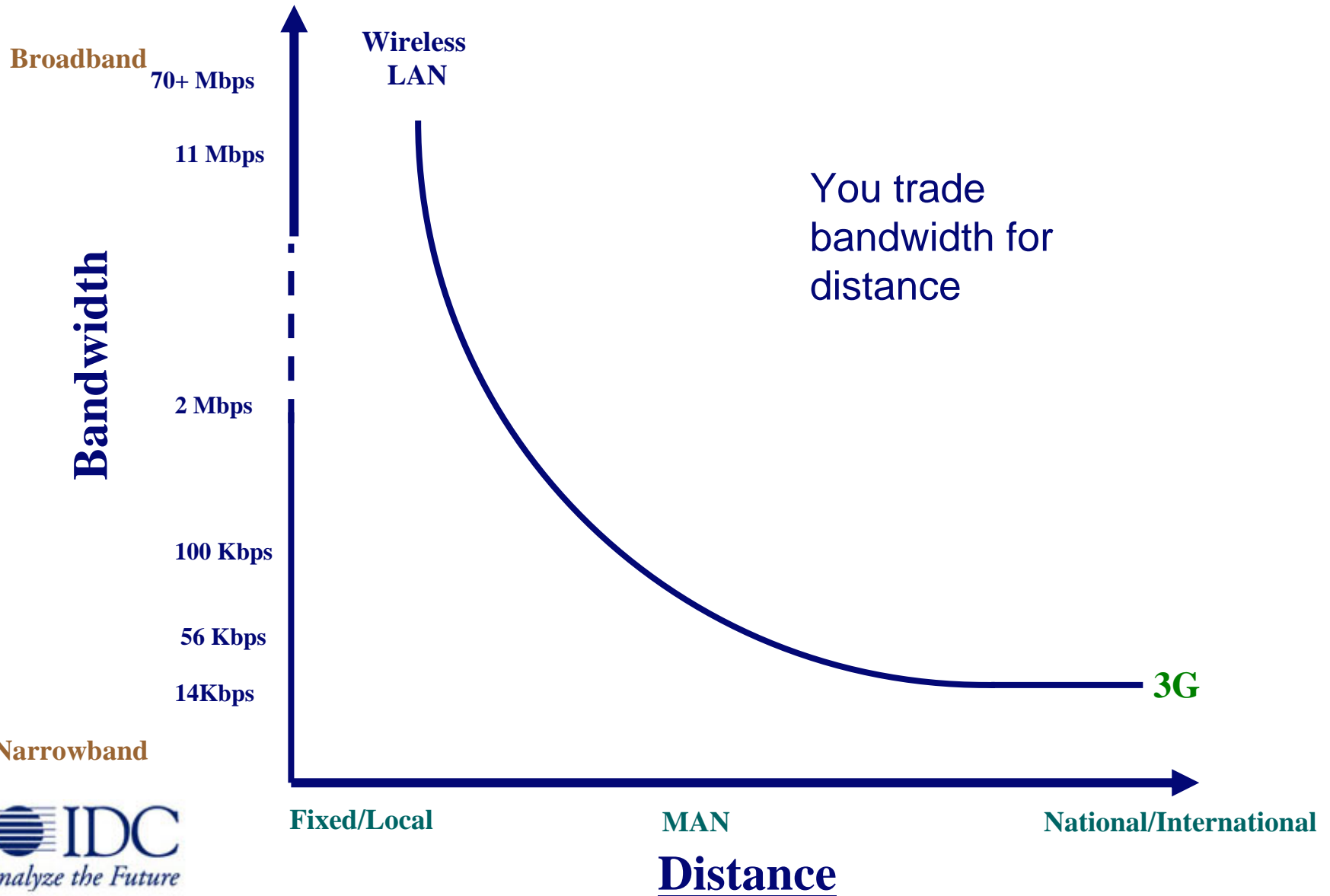
ROI?



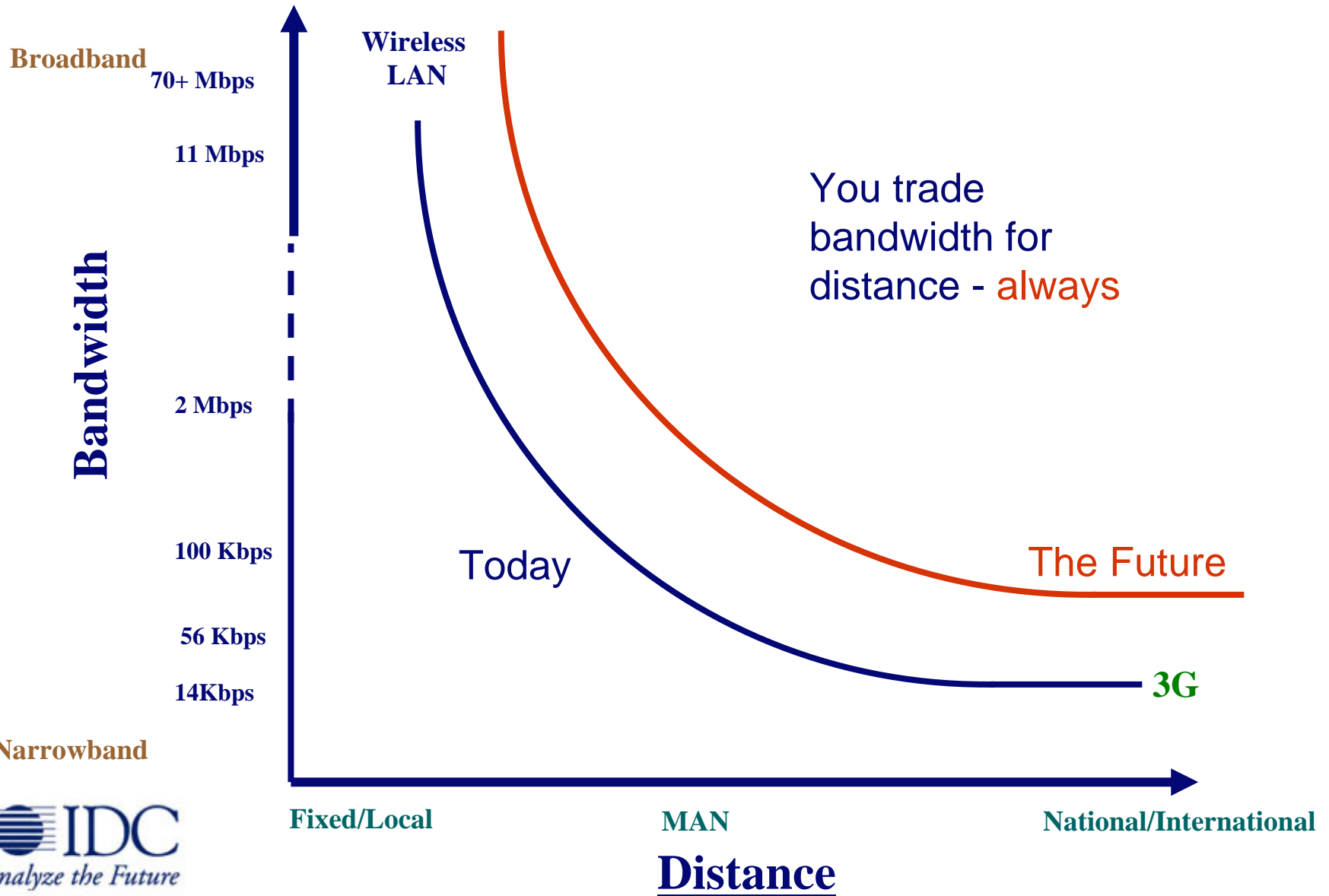
Situating the discussion



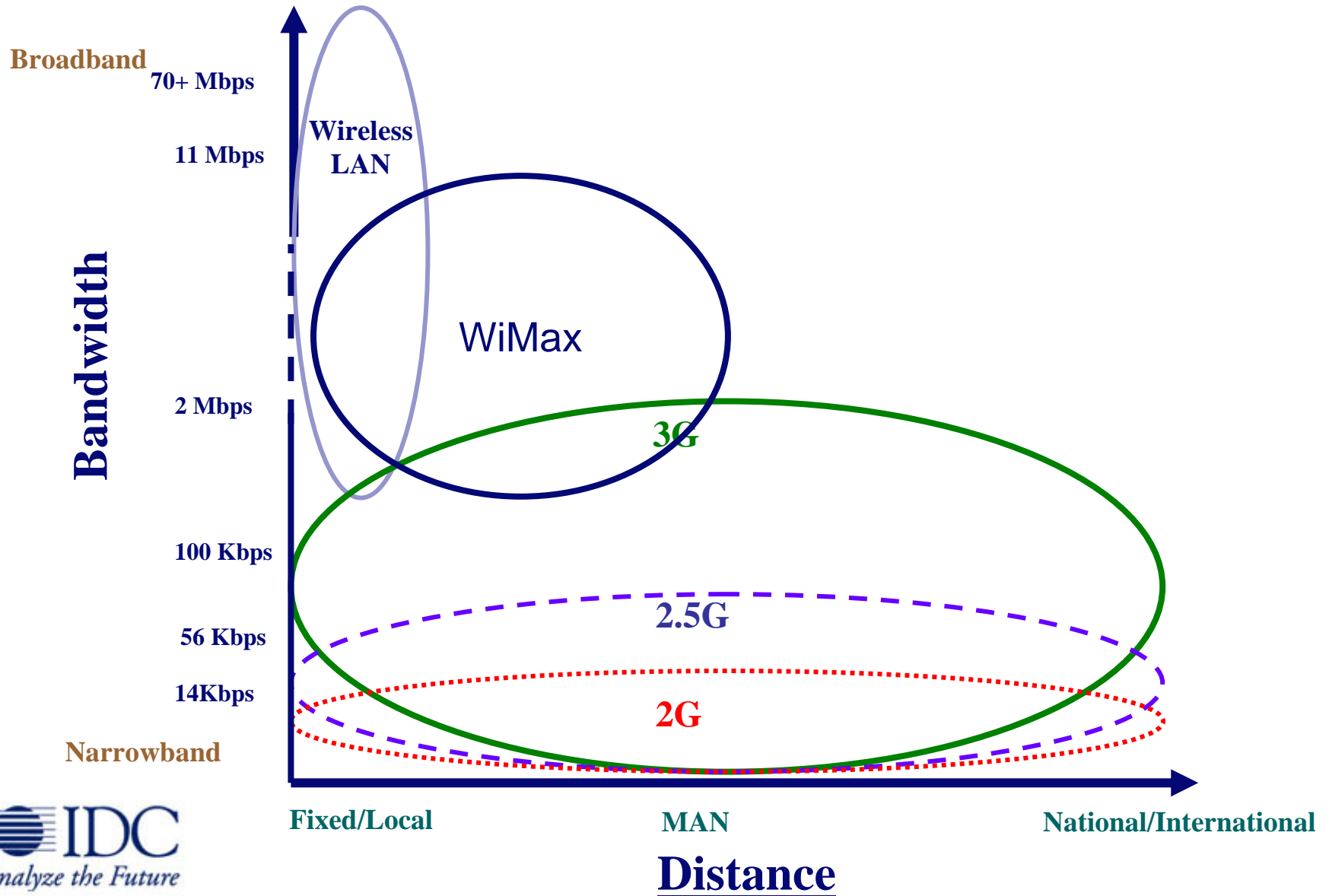
Situating the discussion



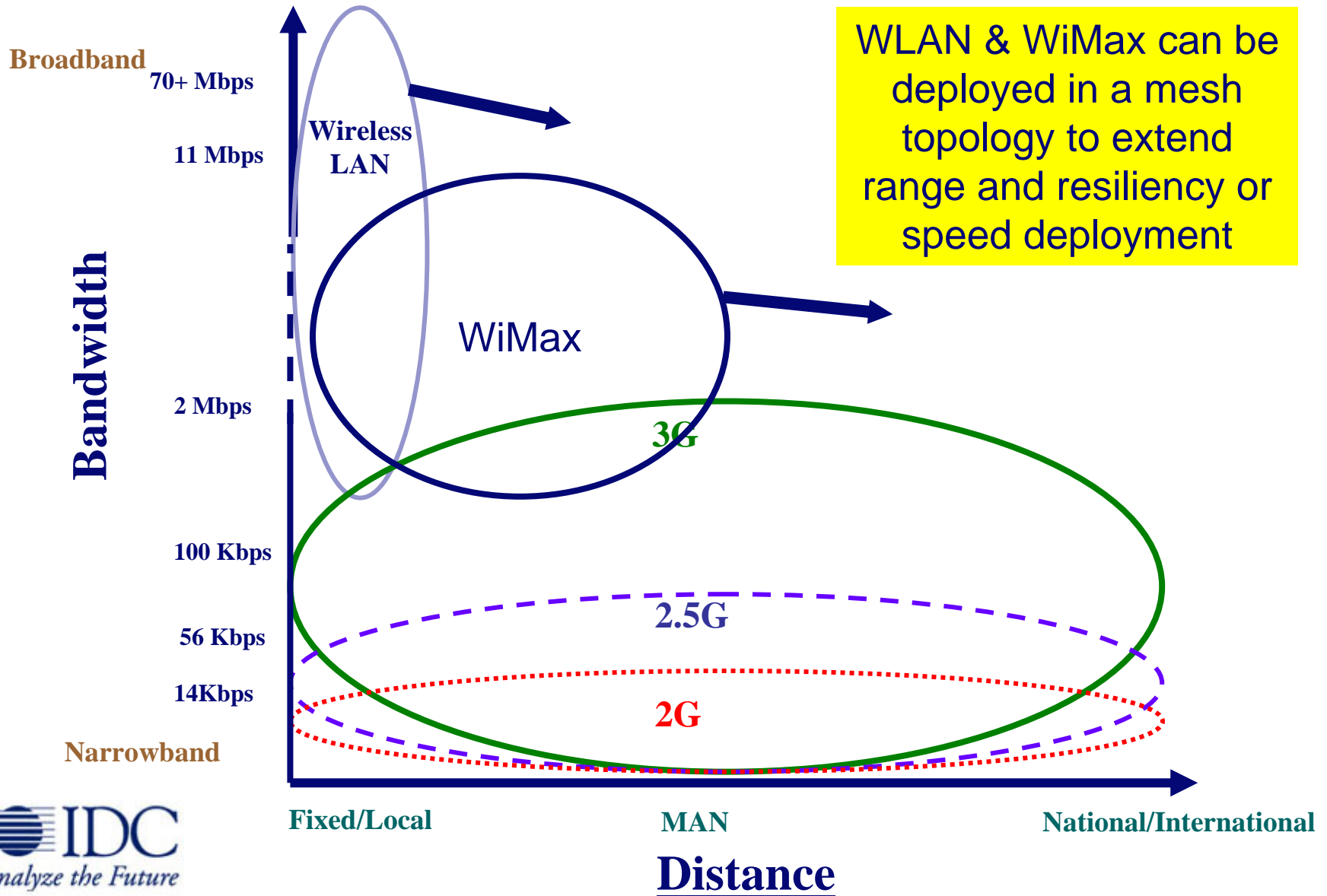
Situating the discussion



Situating the discussion



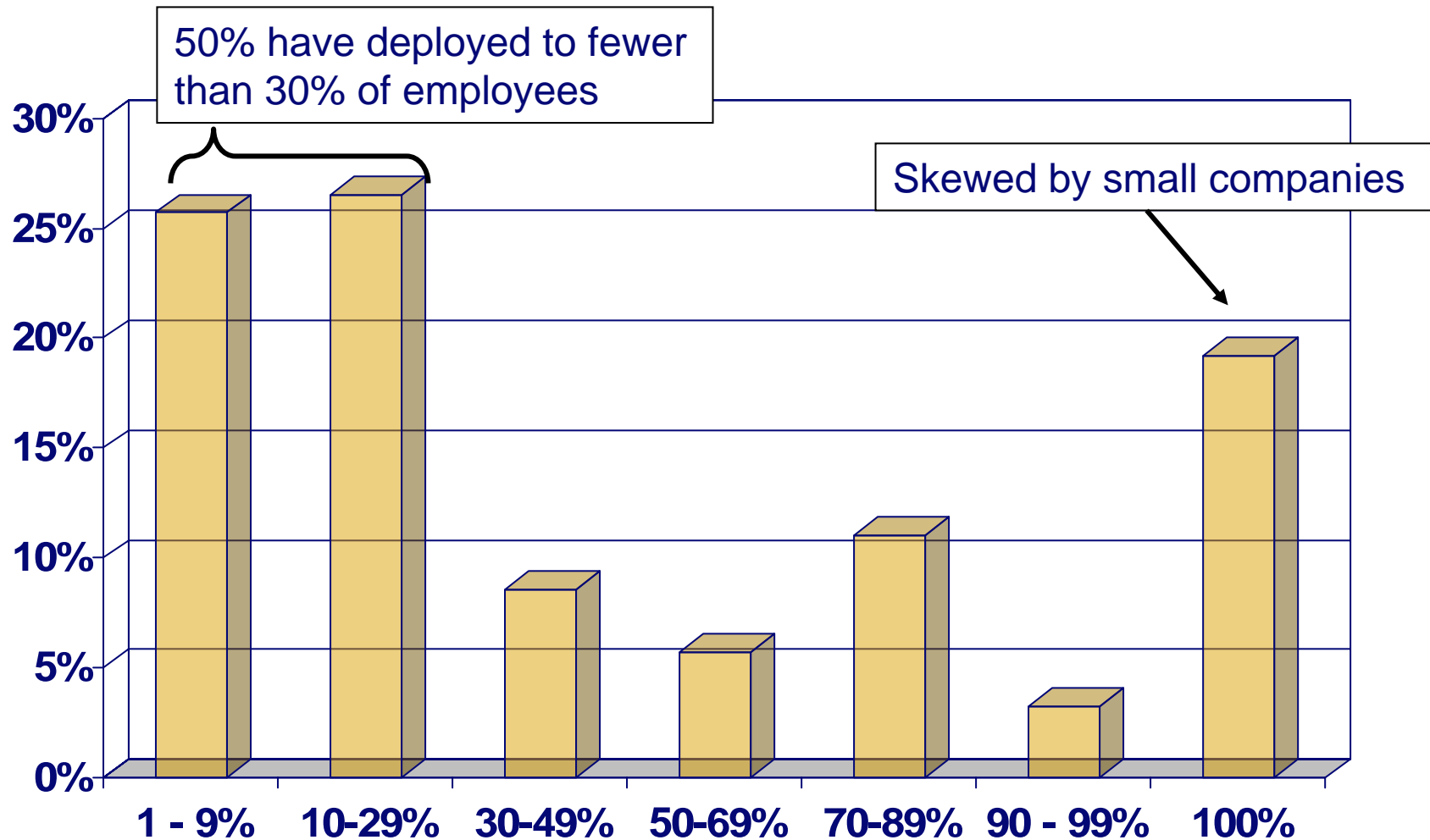
Situating the discussion



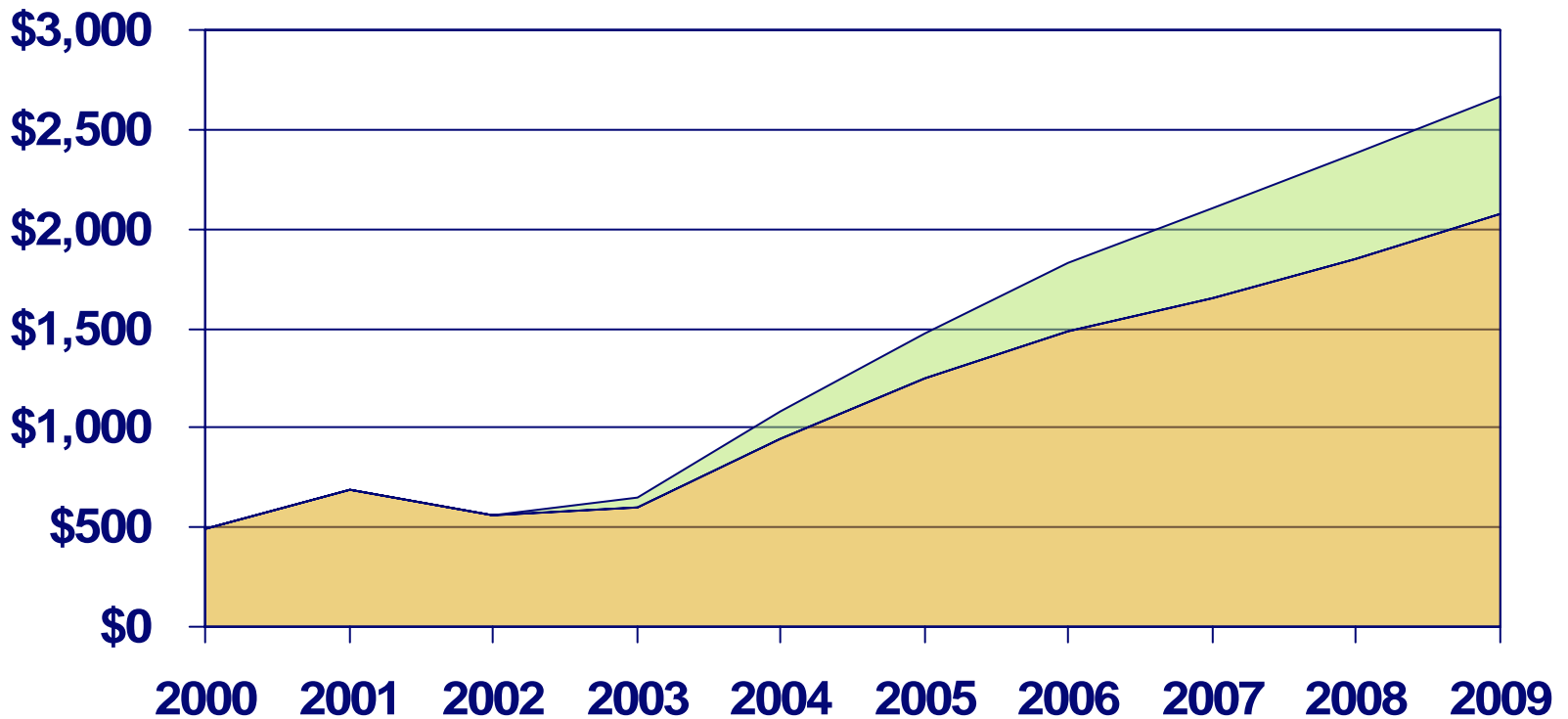
The Wireless Enterprise

Where are we today?

Those who have deployed WLANs have deployed to fewer than 40% of employees

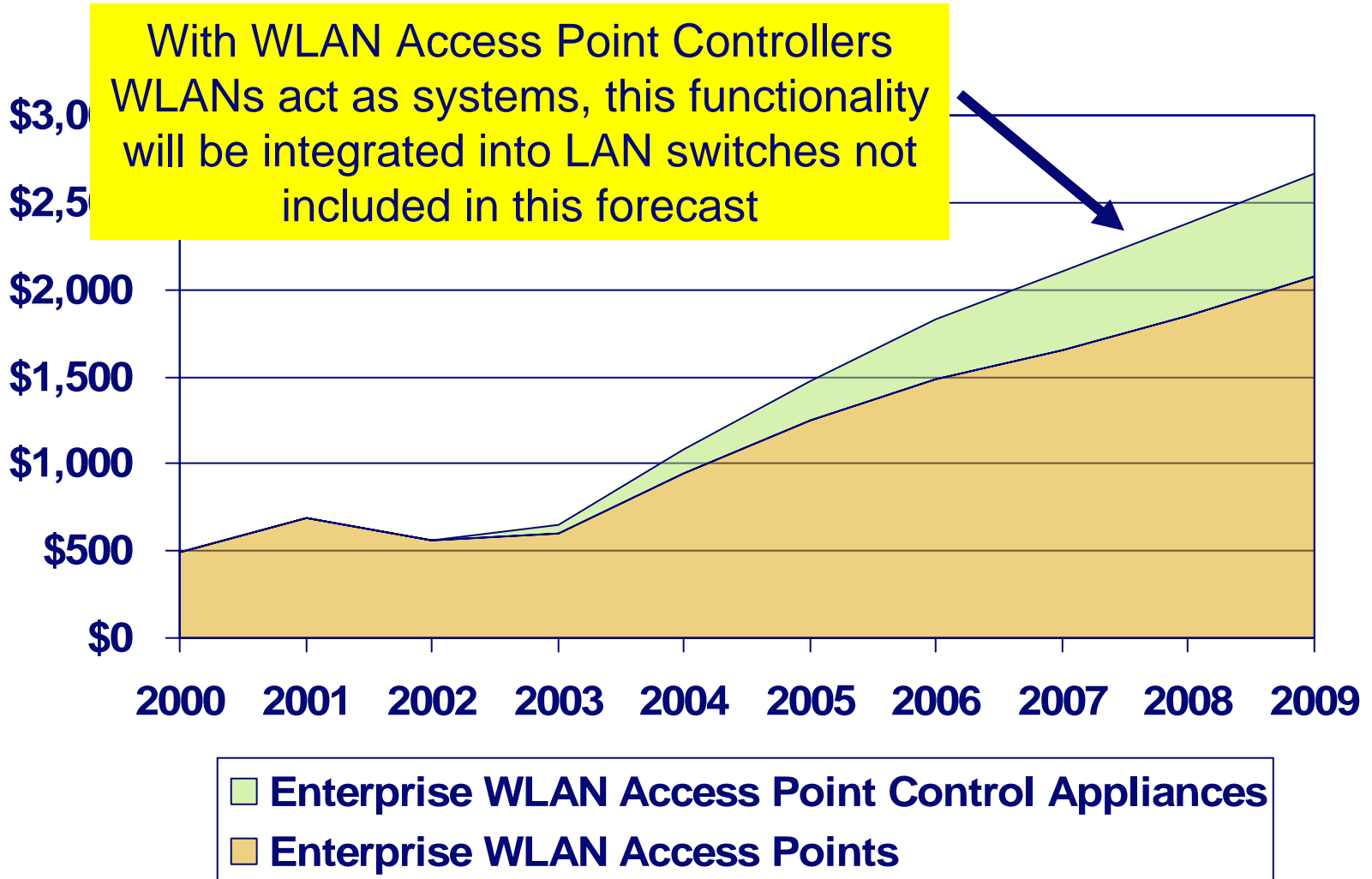


Enterprise WLAN Infrastructure Market \$M



- Enterprise WLAN Access Point Control Appliances
- Enterprise WLAN Access Points

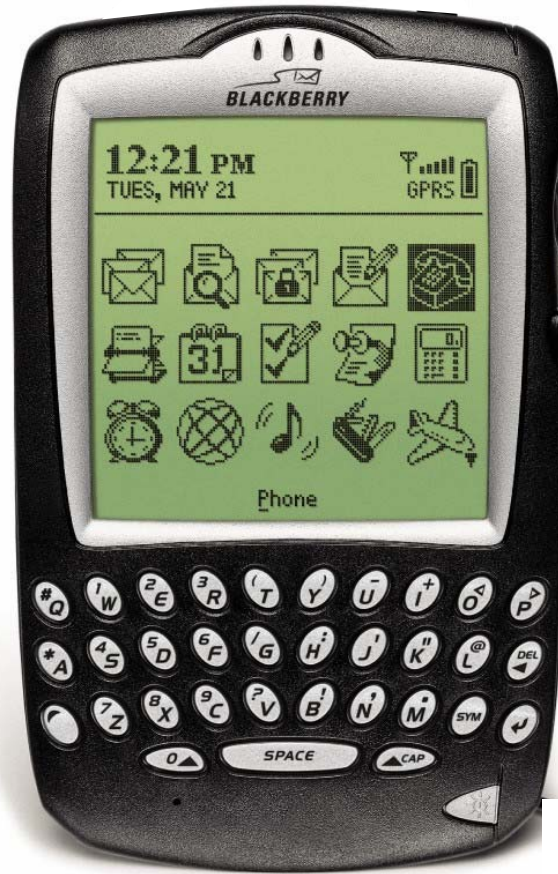
Enterprise WLAN Infrastructure Market \$M



US Enterprises Lost Control Of Mobile Voice



IT is taking control of mobile data



IT is taking control of mobile data



And voice is coming along for the ride

Enterprise Mobility

Is More Than Wireless

Enterprise mobility equals...

IP
Everywhere

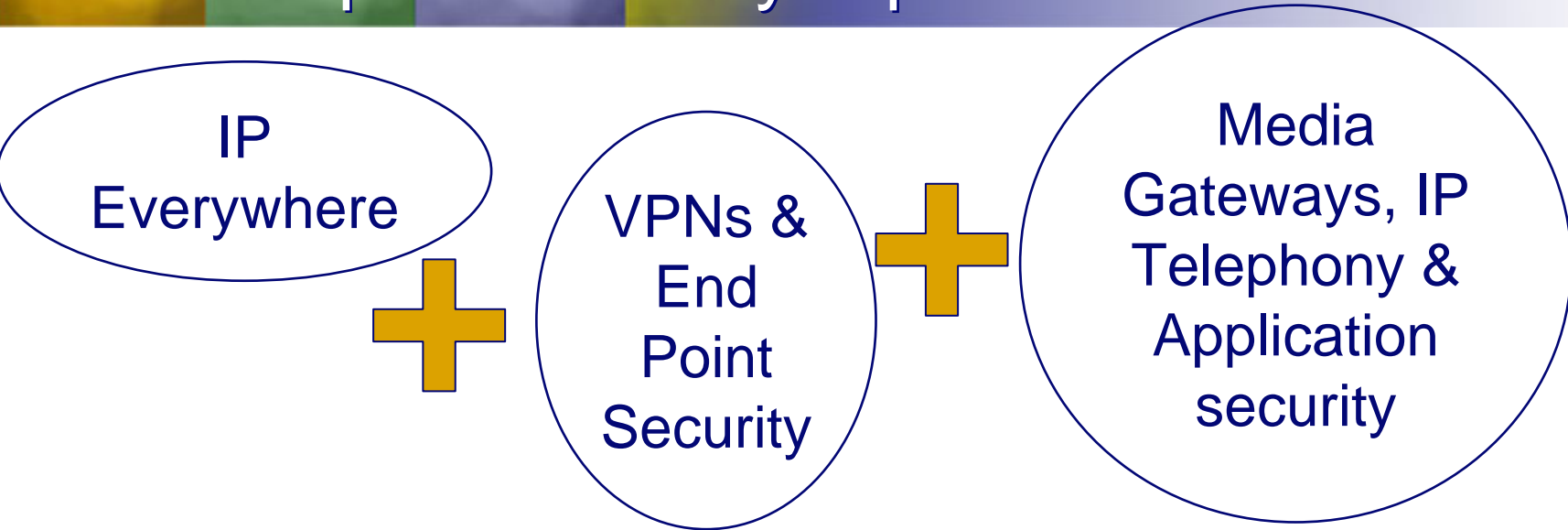
Enterprise mobility equals...

IP
Everywhere



VPNs &
End
Point
Security

Enterprise mobility equals...

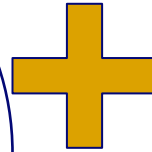


Enterprise mobility equals...

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VPNs &
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Media
Gateways, IP
Telephony &
Application
security



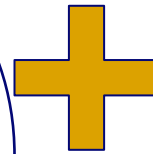
Snazzy
client
devices

Enterprise mobility equals...

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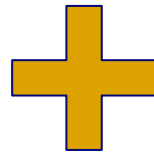
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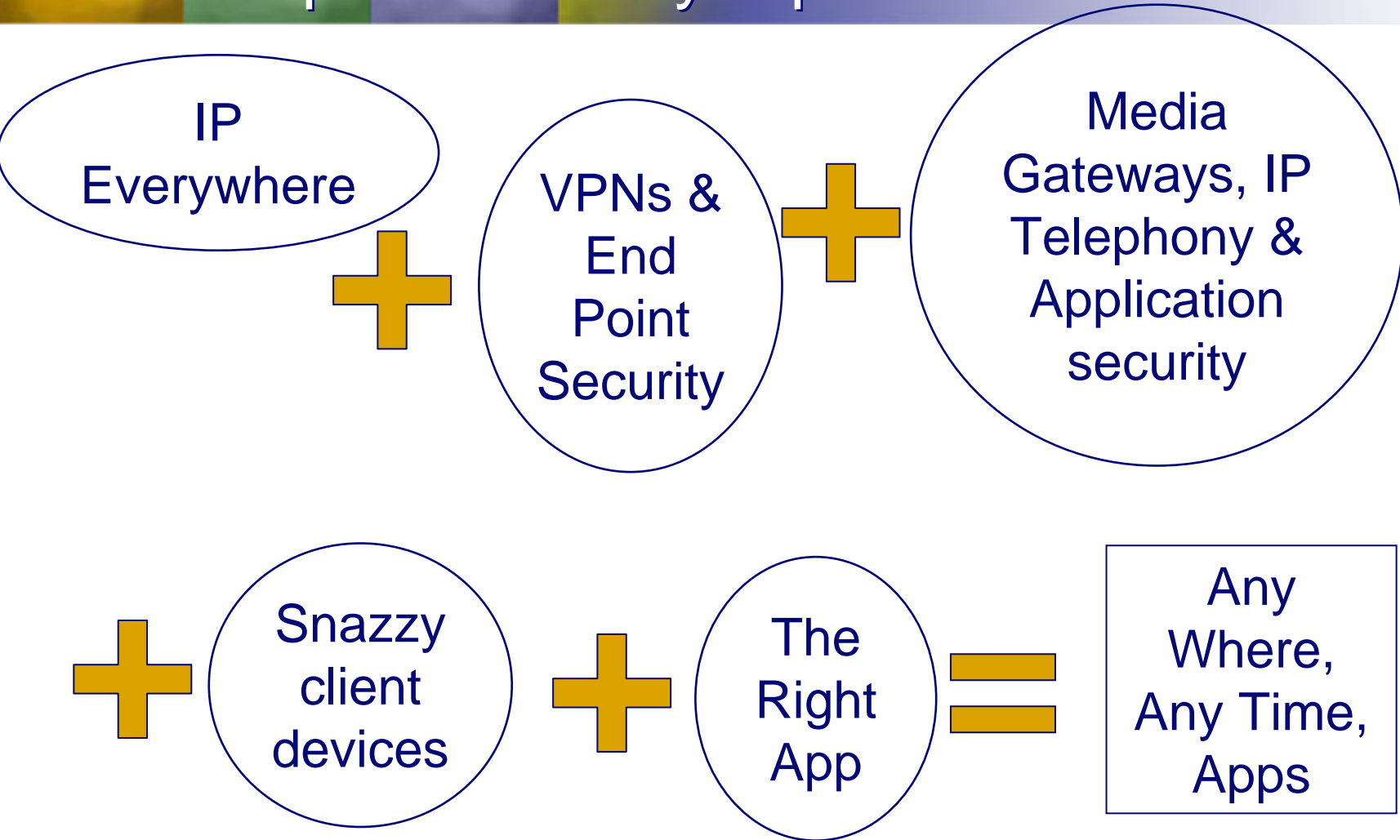


Snazzy
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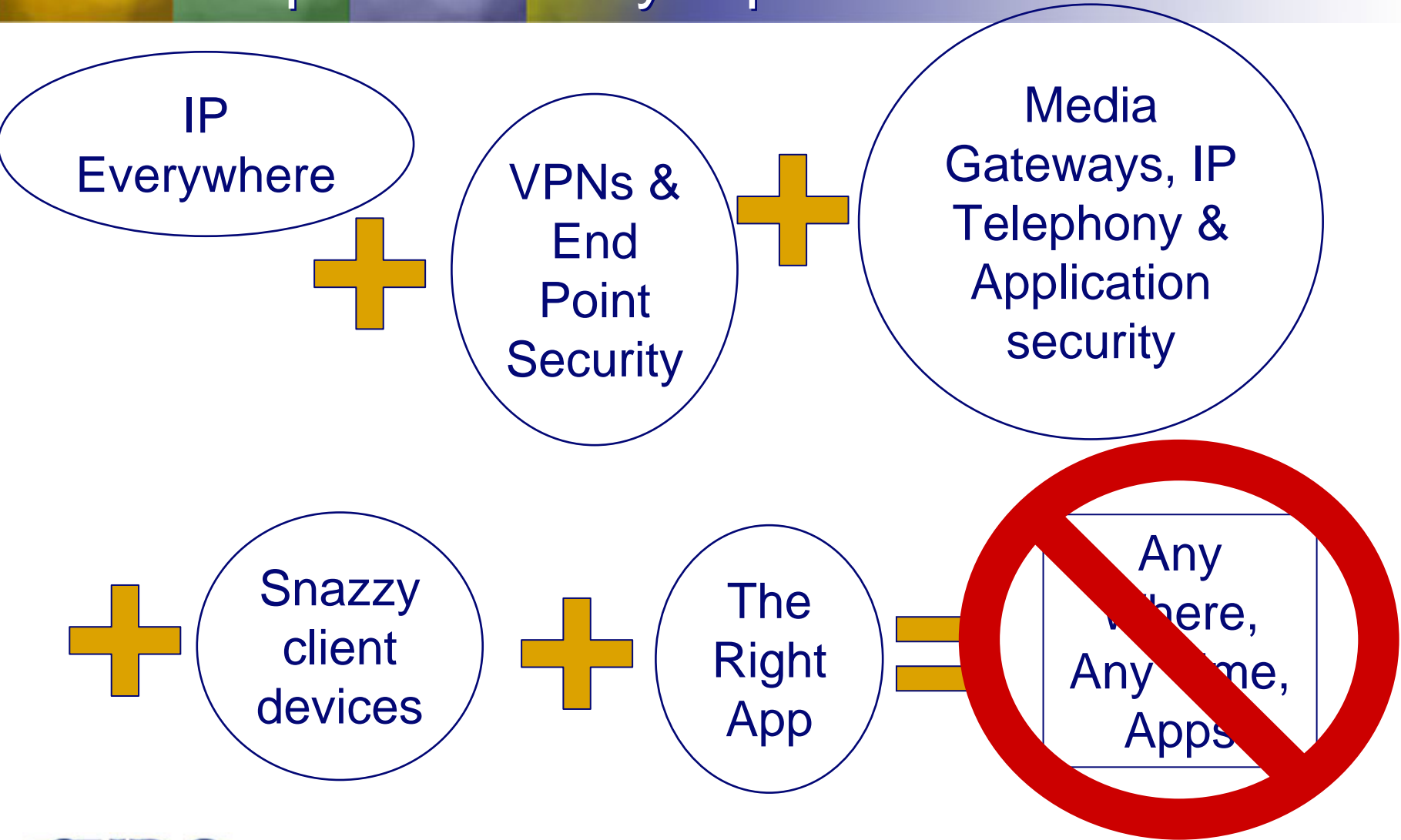


The
Right
App

Enterprise mobility equals...

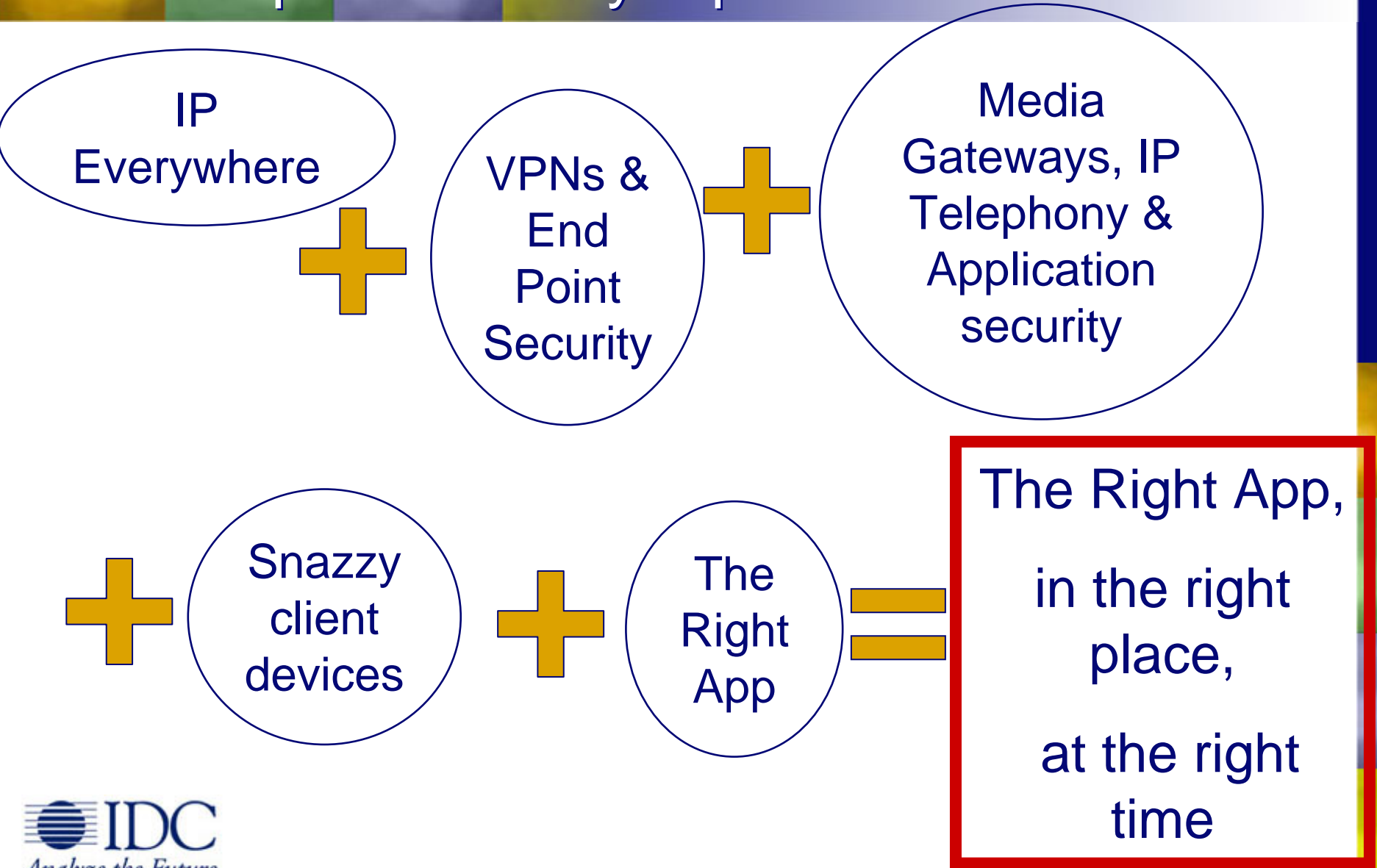


Enterprise mobility equals...



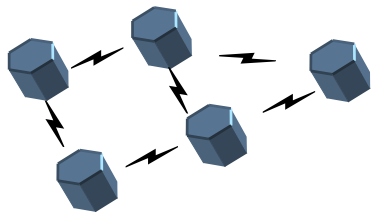
So 1990's...

Enterprise mobility equals...



Three Networks, Three Jobs, One Connection

First responders distribute responsibilities via WiFi mesh



Mesh

Triage continues while preparing hospital via 3G cellular network



3G Cellular

Triage continues using hospital WiFi network



Indoor WLAN

← IP connectivity is the common denominator, different tasks for each environment →

4 Key Assumptions

- Users and even apps threaten process reliability
- The idea of a network perimeter is quaint
- Latency and application control over hostile networks is the next challenge
- Access networks will compliment more often than compete

Business issues to consider in the Enterprise

What's the business case?

- Productivity: How can users be more responsive and waste less time?
- Control: Are users already buying wireless services?
 - Financial implications?
 - Security implications?
 - Regulatory compliance?
- Cost of service
 - Which users need what?

Technology issues to consider

Once you have defined key applications consider:

- Information intensity
 - Text or rich media? Latency sensitive?
- Information criticality
 - How fast does the user have to act on the information?
- User environment
 - Will the user be temporarily stationary or on the move?
 - Do you control the facility or environment?
- Regulations
 - Can data reside on a client device?
- User sophistication
 - Can the user make “least cost routing” decisions?

Questions

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