



Bring Your Own Device to the Cloud

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THE CONVERSATION

Devices



Letting users choose their own technology will create considerably more streams of information, which is ultimately good for the enterprise

- PricewaterhouseCoopers

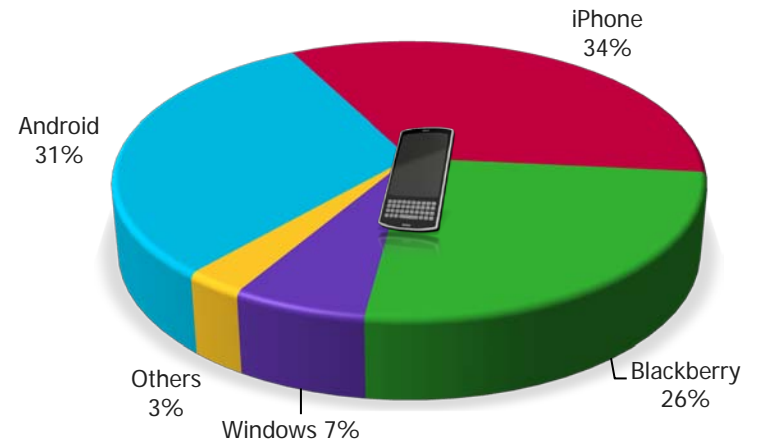
90% of organizations will support corporate applications on personal devices by 2014

- Gartner

Source PwC (November 2011) – The consumerization of IT – The next generation of CIO

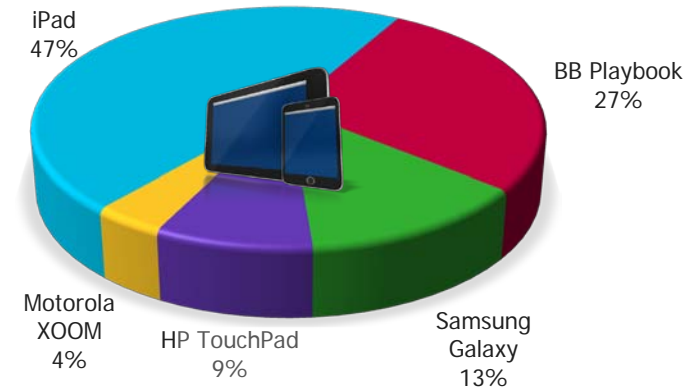
Source Gartner (November 2010) - Gartner's Top Predictions for IT Organizations and Users, 2011 and Beyond

Enterprise Smartphone Users
2013



Enterprise Tablet Preferences
6-12 months

IDC survey 2011



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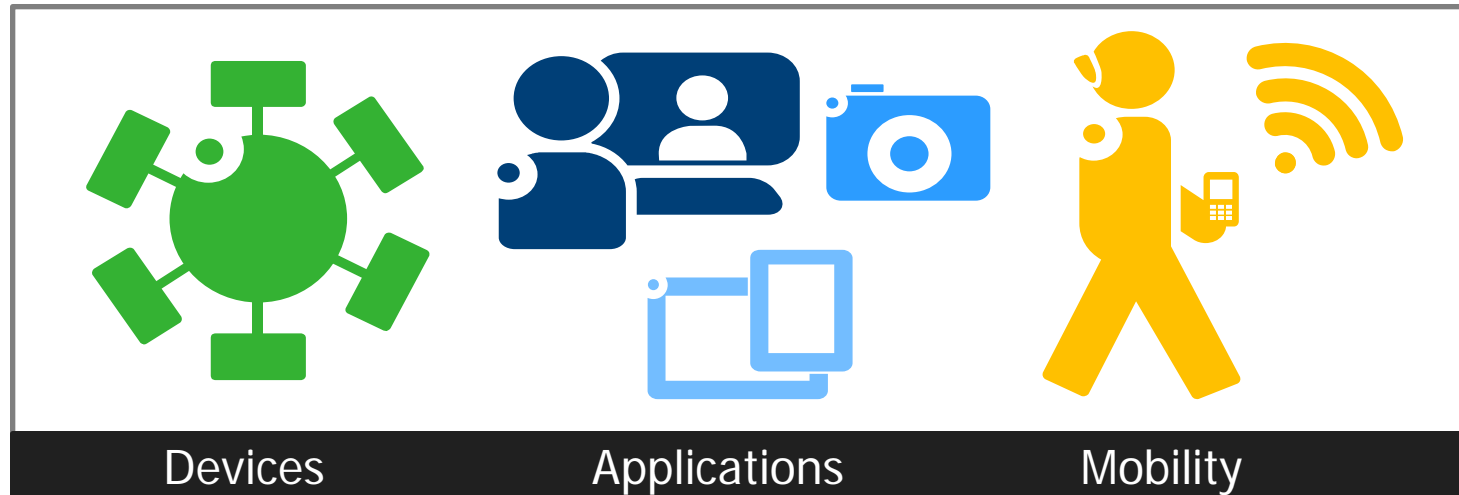
Yankee survey 2011

How does BYOD effect the University?



IT Consumerization

=> Students are changing the game within the University





hvis du vil noget med it

COMPUTERWORLD

NYHEDSBREV · TORSDAG D. 8. NOVEMBER 2012



Sådan går det, når tusindvis af ansatte medbringer egne telefoner

Interview: Virksomhed med 55.000 ansatte åbnede op for medarbejdernes virvar af gadgets. Se her, hvordan det er gået. Læs mere

Darryl Baker (CTO American Tobacco) fortæller, at de nu er begyndt at se en ny bølge af consumerization, hvor medarbejderne i højere grad kræver og har behov for mobile applikationer i deres daglige arbejde.

THE CONTEXT

Applications



83% of the content that workers see in a day will be dominated by pictures, video or audio by 2013

- Gartner

Video traffic is predicted to account for **54%** of corporate bandwidth by 2016

- Yankee Group

THE CONTEXT

Mobility



In 2016, **One billion** consumers will have smartphones and **350 million** employees will use smartphones

- Forrester

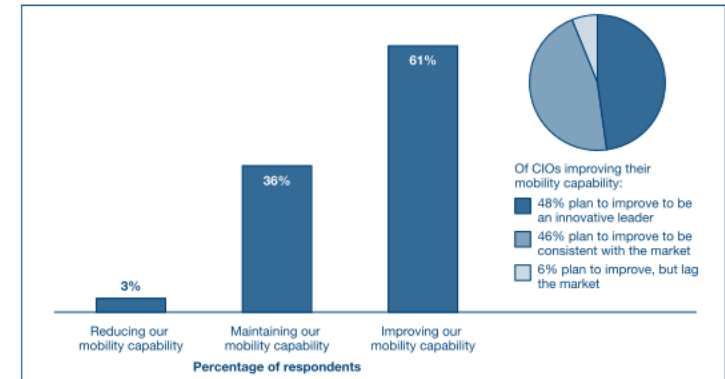


Almost six in ten workers believe that always being available on a mobile device is more likely to help them get ahead at work than coming in two hours earlier than they need to every day.

Sybase survey
July 2011

Mobility is a technology priority over the next three years

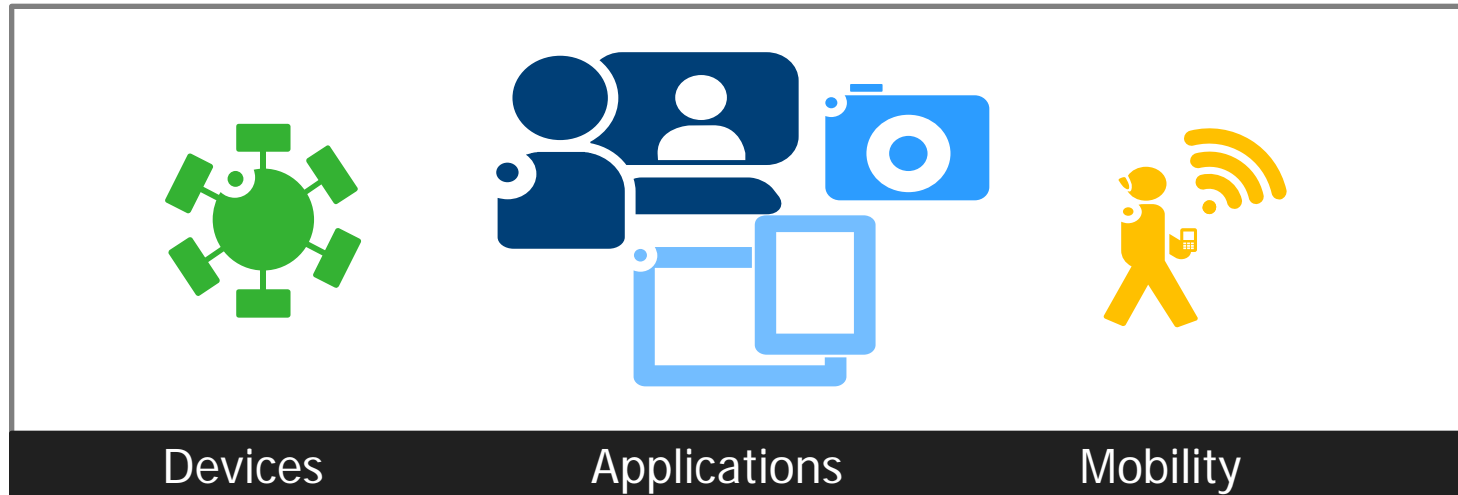
CIO technologies	Ranking of technologies CIOs selected as one of their top 3 priorities in 2012				
Ranking	2012	2011	2010	2009	2008
Analytics and business intelligence	1	5	5	1	1
Mobile technologies	2	3	6	12	12
Cloud computing (SaaS, IaaS, PaaS)	3	1	2	16	*
Collaboration technologies (workflow)	4	8	11	5	8
Virtualization	5	2	1	3	3
Legacy modernization	6	7	15	4	4
IT management	7	4	10	*	*
Customer relationship management	8	18	*	*	*
ERP applications	9	13	14	2	2
Security	10	12	9	8	5
Social media/Web 2.0	11	10	3	15	15



Source Forrester (February 2012) - Mobile Is The New Face Of Engagement
 Source Sybase (July 2011) - Workers survey
 Source Gartner (2012) - The 2012 Gartner CIO Agenda Report

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THE CHALLENGES

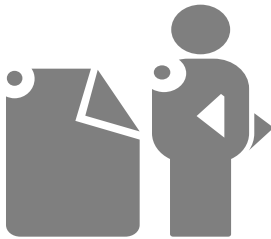


**IT can no longer rely on the ability to
tune application delivery for devices
connected to the network**

THE CHALLENGES



Authentication Security Bandwidth
Real-time delivery
Mobility...



High quality experience expected

Operation & Exploitation
have to be reviewed

Bandwidth deployment
Policy management
Unified access

While...

Decreasing administration costs
Increasing Return on Investment

WHAT IS OUR solution!

The 'Application Fluent Network'

•Resilient Architecture

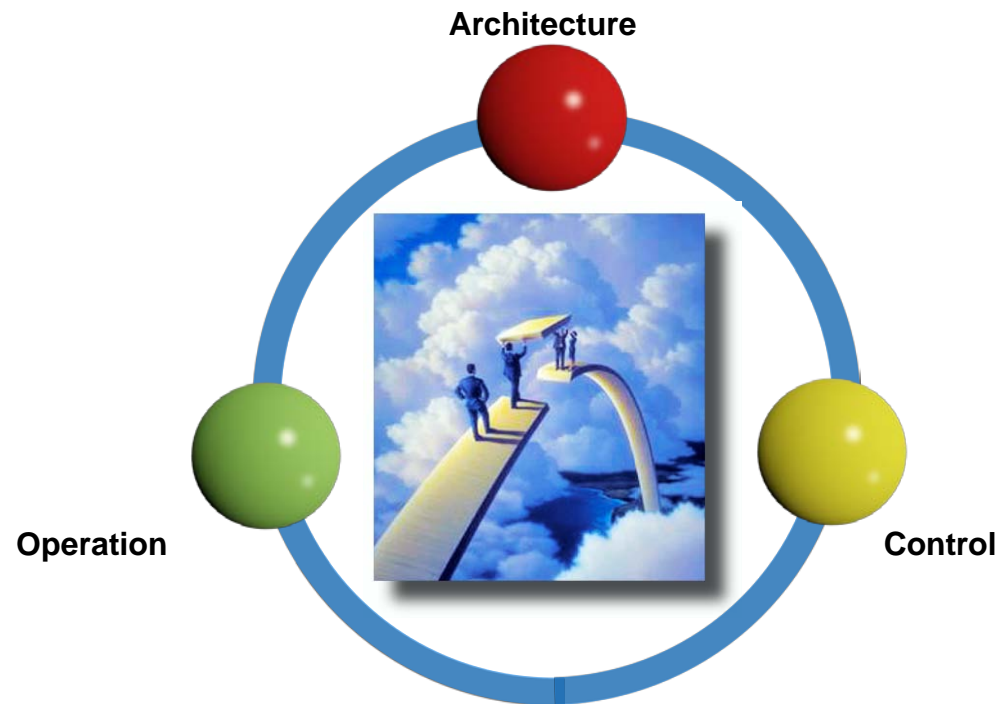
- High Performance
- Scalable and Reliable
- Secure

•Streamlined Operations

- Low-Touch Provisioning
- Integrated SLA Monitoring

•Automatic Control

- Network Access
- Dynamic Performance Tuning

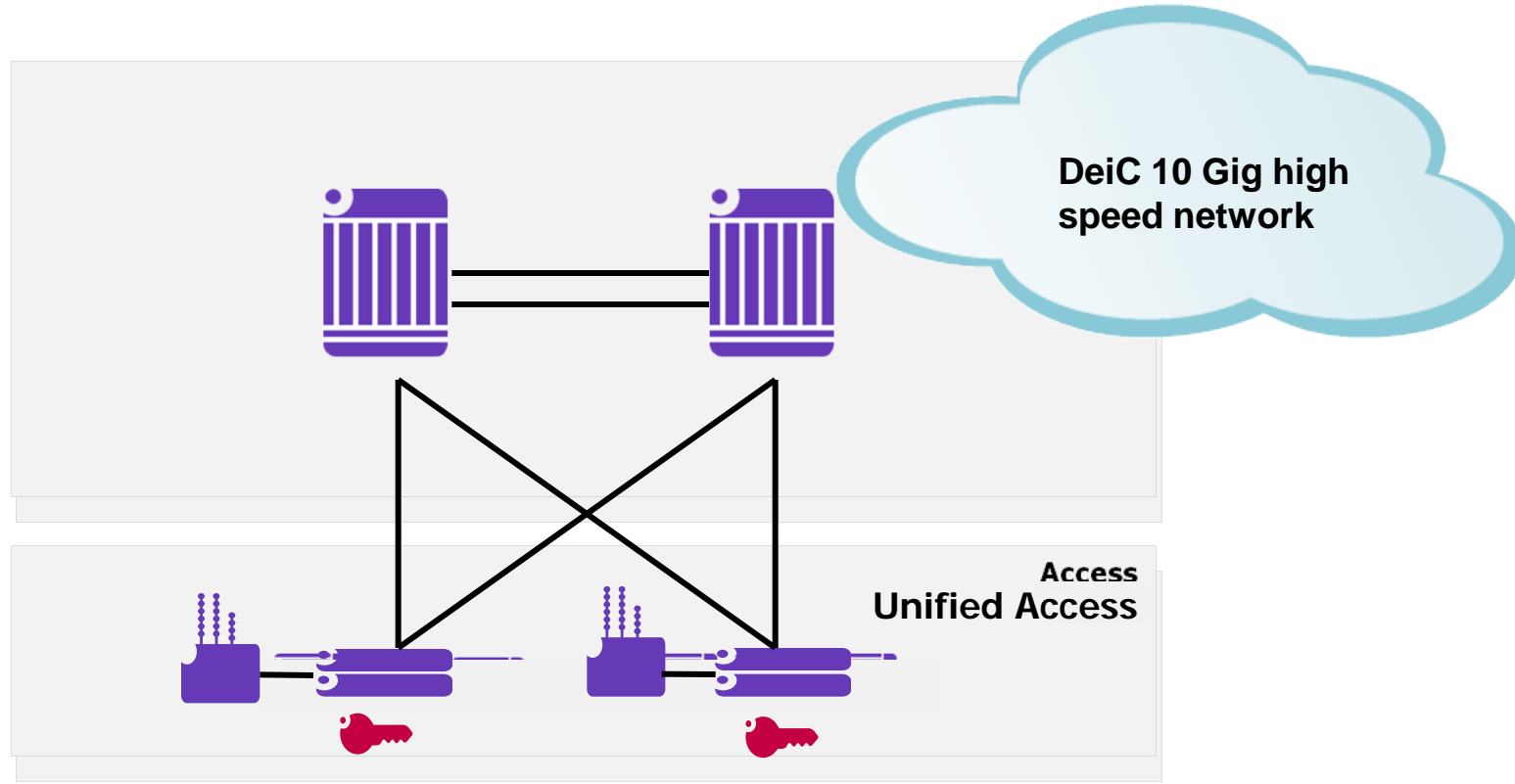


3 key elements

“A network that enables faster adoption of new applications and devices without impacting performance or security”

Bring Your Own Device as a service

Architecture: Network simplified, resilient and secure



Two-layers

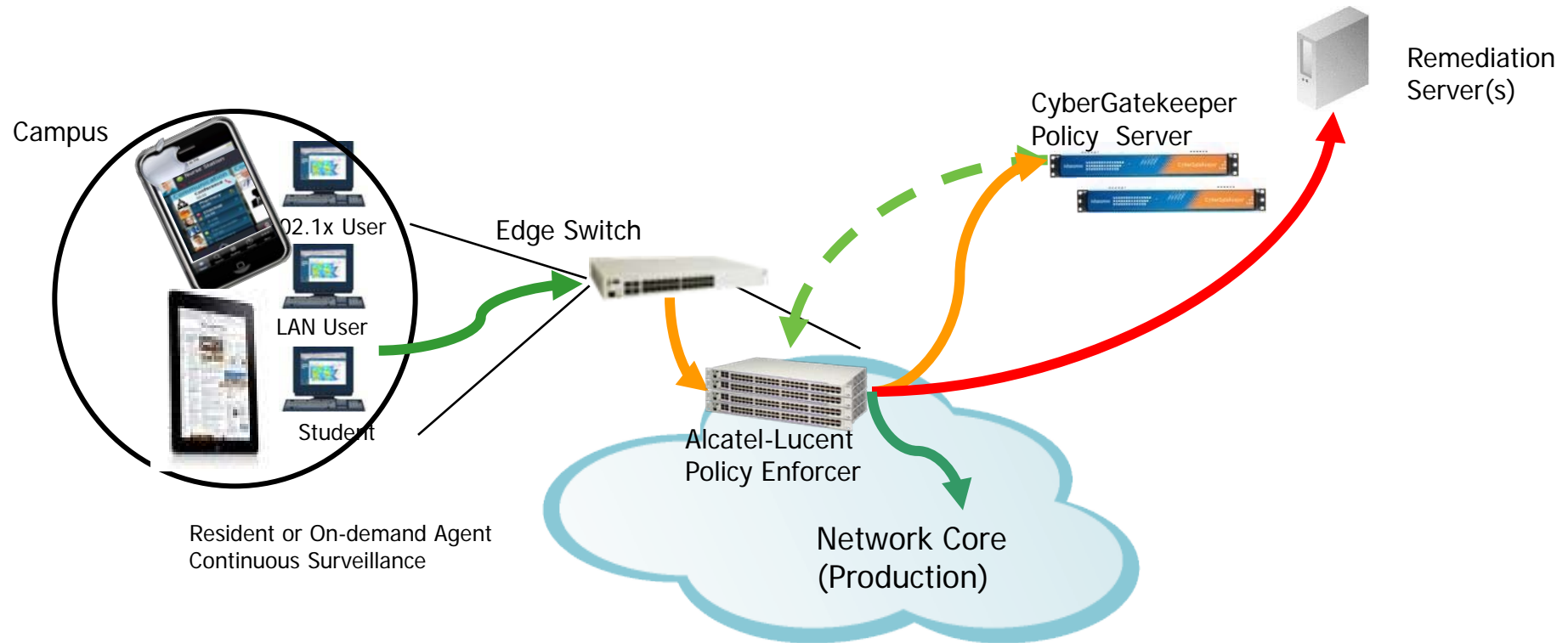
Redundant

Secure

Application Fluent Network



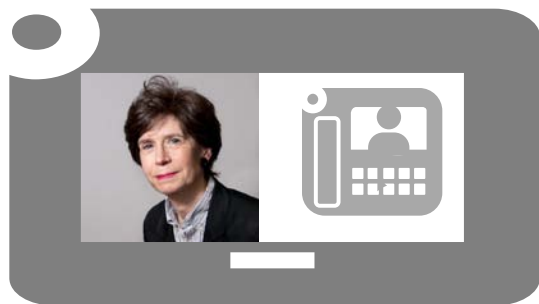
Powerful BYOD Solution with OmniSwitch CGK integration





1. User connects to the Network
2. ALU Switch quarantines the connecting host with access to limited resources where both the user and the device can authenticate. The device can also be remediated here if needed.
3. Once the user and device are known and clean the CGK policy server tells the ALU OS which User Network Profile (uNP) to apply to this user/device combination.
4. From there the ALU OmniSwitches throughout the network can filter the user through a 5-Tuple ACL including QOS controls based on individual applications on the ALU Application Fluent Network.



OUR VISION

Control: Dynamic Tuning of Network Performance



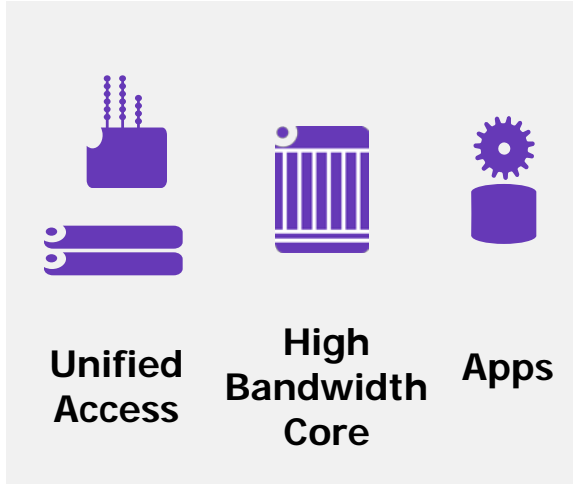
User: Nathalie Pasquier
Endpoint: Fixed phone
Application: Video
Employee usage
Quality desired 
Quality assigned 



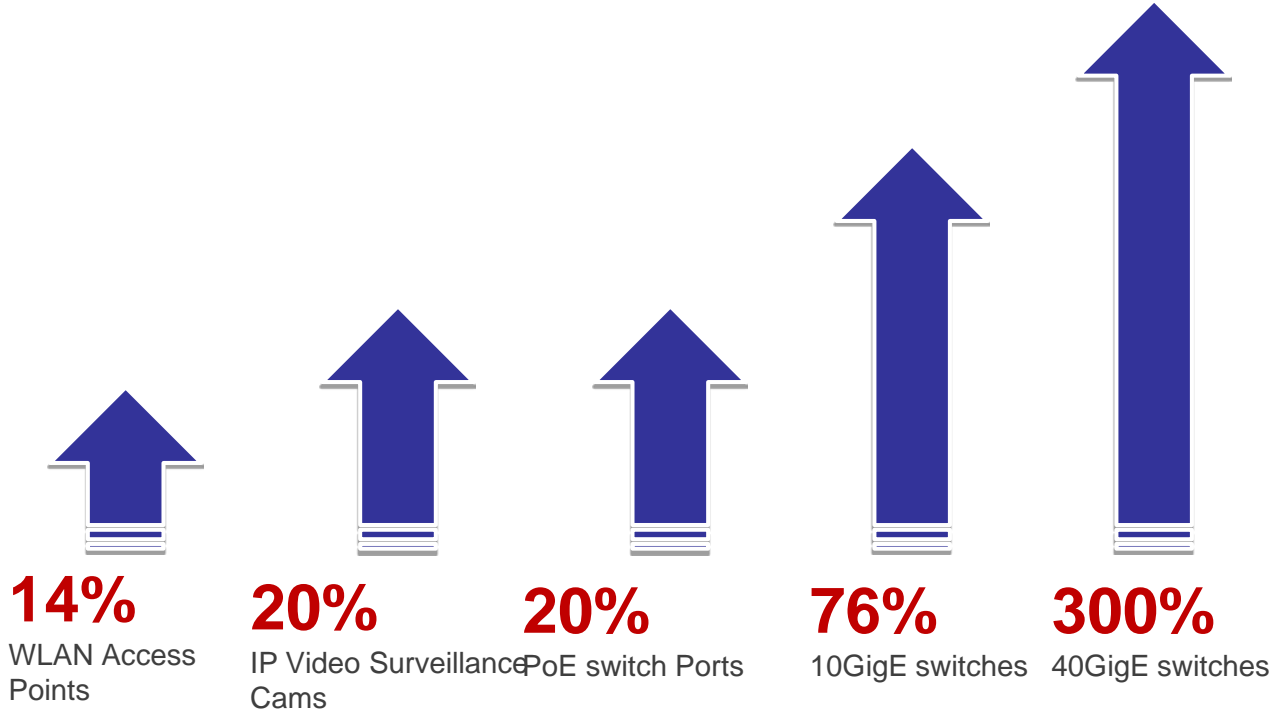
User: Jonathan Barnett
Endpoint: Smart phone
Application: Voice
Student usage
Quality desired 
Quality assigned 



User: Xiao Qiang
Endpoint: Laptop
Application: Video
Private usage
Quality desired 
Quality assigned 



These trends drive demand for more and more Network Capacity



149B
CLOUD MARKET



50%
EMPLOYEES WITH MOBILE EMAIL IN '16



50%
OF LAN SPENT FOR DATA CENTER IN '15



75%
OF ENTERPRISES WITH VIDEO CONF IN '15



83%
OF CONTENT WILL BE MULTIMEDIA IN '13



90%
OF ENTERPRISES TO SUPPORT CORP APPS ON PERSONAL DEVICES IN '14

But how much is enough?

Bandwidth



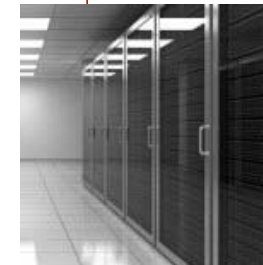
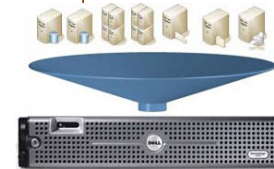
MediaFLO Interactive Applications



Devices



Virtualization

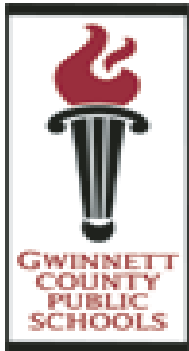


The future is not *just* MORE bandwidth, the future is for *MANAGED* bandwidth - Gartner



References in the Educations Community 0-100.000 student

EDUCATION



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Questions?

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