

# Nokia Siemens Networks Security as a service

Nokia Siemens  
Networks



## Expand your revenue by offering a clean and secure connection

Security has become an essential need for every consumer and business; and its importance keeps on increasing with each passing day. In fact, potential threats continue to pose a grave risk to private life, society and business alike!

Most households already use several PCs, mobile devices and even smart TVs, but only very few have installed adequate and up-to-date protection on all devices. In particular, parents are concerned that their children access harmful content and also want to prevent extensive use (e.g. facebooking, gambling) by time control.

In fact, small and medium businesses are increasingly challenged to define, establish and maintain an appropriate company-wide security policy in view of growing diversity of end devices and of used services (e.g. email, web,

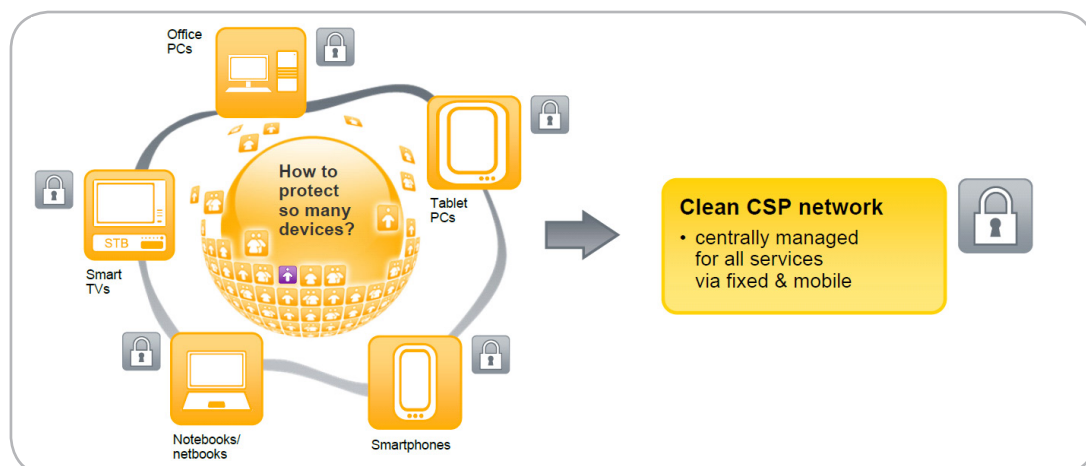
web 2.0, cloud-based services and remote access). But in most cases, in-house competence is limited or even missing and building it up has to regard resources and given budget limitations.

Moreover, the proliferation of diverse mobile smart devices and their subsequent use by consumers and enterprises raises further questions on security measures. To quote the views of ENISA, the EU IT security agency, "Smart- phones are a goldmine of sensitive and personal information"; which, in turn, makes them susceptible to a number of major risks like accidental leakage of sensitive data, for example through GPS data attached to images; data theft from malicious apps and from stolen, lost or decommissioned phones.

Adopting cloud-based security offers a great opportunity for communication

service providers to not only protect and raise their brand image by ensuring their network and systems are clean and totally secure, but also to generate new revenues by offering security services to their own customers.

As on date, Communication Service Providers (CSPs) are in a unique position to provide clean connections for fixed and mobile from a central platform. People are now more aware of possible threats and are willing to pay for reliable always up to date protection, without own investment on expertise and, which is of particular interest for enterprises, at significantly less on-going costs. The best part being the fact that it's available across all devices and is also quite easy to manage.



Our solution is built on a modular portfolio of services that can be tailored in line with an operator's needs.

Here's a brief overview of the key elements of our solution:

- Secure Web including Web / WAP filtering, parental control, guardian control for enterprises, anti-virus, anti-phishing, ads-blocking, anti-malware, anti-spyware and file blocking
- Secure Mail with anti-spam, anti-virus and file blocking
- Automatic Notices Service
- Web Portal for self care and reporting to allow users to manage their security easily

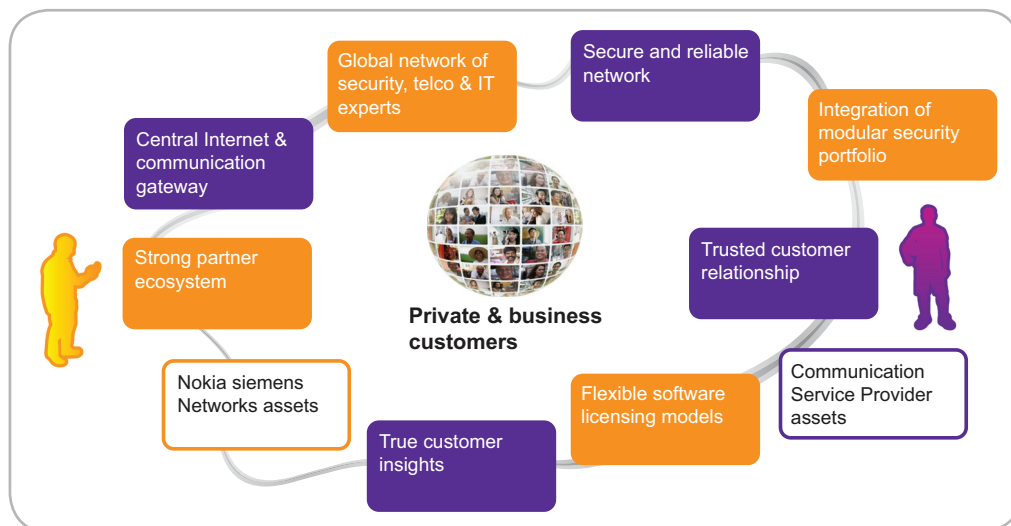
- Network Security for Small/Medium Enterprises, including firewall, intrusion detection, IPSEC VPN services for site-to-site connections and remote access, and remote access via SSL VPN.

These services are based on best-of-breed products chosen from Nokia Siemens Networks' broad partner eco-system. Our telco-grade, highly scalable solutions allow for multi-tenancy providing predefined, easily selectable and customizable services for different end customer segments on the same platform. Our solutions are integrated into the communication service providers' infrastructure and are based on a

flexible software licensing model for low financial risk. Rapid and cost-effective roll-out is achieved by deploying fully tested solutions, catered to specific customer needs such as carrier-class performance.

Evidence from the market shows rapid return-on-investment, with break even already in the first year assuming a service penetration of up to 20% of the addressable customers and service fees ranging between 10-15% of the underlying communication fee (e.g. xDSL or mobile broadband fee)!

## Our commitment is to sell with you, not to you.



## Our track record:

Nokia Siemens Networks' security practice is built upon a worldwide network of highly skilled security experts, who have previously held operational and technical roles in a wide range of mobile and fixed line operators around the world, as well as in numerous market leading product vendors and consultancies.

Our experts hold more than 350 security certifications (e.g. CISSP, CCSA, CISA, CISM). Nokia Siemens Networks' security practice has successfully delivered more than 250 security projects worldwide, ranging from consulting engagements to complete turnkey solutions and support.

The security practice is part of Nokia Siemens Networks' Consulting & Systems Integration Business Line with more than 28.000 services professionals operating in 150 countries, serving more than 160 mobile and 120 fixed line operators.