High-Speed Data for Enterprises

Mobile Enterprise IT shifts up a gear

High-Speed Data for Enterprises offers new business opportunities and the means to develop them

This white paper addresses:

- Meeting business users critical needs
- The nature of the integrated solution
- What the High-Speed Data for Enterprises partners deliver to you

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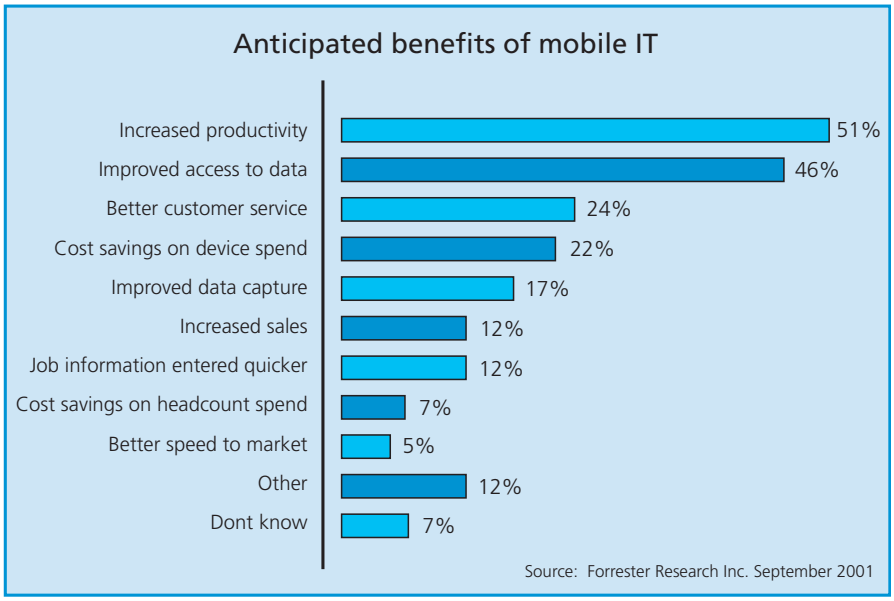
The business community is constantly searching for new tools to generate a competitive advantage, improve overall performance and ultimately, increase profits. In the area of Information Technology (IT), enterprises have invested heavily in the development and deployment of LAN infrastructure and in the adoption of new communications solutions. In particular, they have made IT increasingly mobile with devices such as laptop PCs and PDAs. This trend has led to changes in the way organizations do business and has resulted in marked improvements in productivity, efficiency and customer satisfaction.

The benefits of mobile IT was the subject of a report published by Forrester Research Inc ("Winning Enterprise Mobile ROI" September 2001). Based on discussions with 60 large businesses about the current use of mobile IT, the research identified the following anticipated benefits of mobile IT:



A detailed case study of the working practices of a large US insurance company, has found that the ability to close a deal while the salesman is still with the client, means a significantly higher percentage of closed deals. The productivity improvements resulting from equipping the sales force with mobile office capabilities, are forecast at between 6% and 20% per employee.

Despite these compelling figures, until now, high-speed mobile data services have been slow to catch the interest of most enterprises. The key barriers to the adoption of mobile IT are concerns about the speed, security and ease-of-use of mobile data solutions. If mobile IT is to successfully serve the enterprise, it must meet business users' most critical needs:

- **One bill for data & voice:** A single bill for both voice and data communication, allows for better streamlining of your business's communication needs and ultimately saves on cost.

- **Personalized:** The business traveler desires transparent access to the same applications that are used in his corporate network environment adapted to his specific needs.

- **Fast:** Market research has shown, that in order to deliver mobile services with an acceptable end-user experience, data rates three times faster than existing wire-line remote access systems are required. The High-Speed Data for Enterprises (HSDe) can deliver a variety of high data services demanded by mobile professionals.

- **Secure access:** For example, combined with Virtual Private Networking (VPN), both wireless LAN and 3G provide the business traveler with a highly secure end-to-end data link into the corporate network. The spread-spectrum air interface used in 3G wireless systems is inherently highly secure (more so than existing 2G technologies). Furthermore, the high bandwidth delivered by 3G, means that end-to-end security (i.e. secure from terminal, right through to corporate application server) can be implemented alongside high data throughput.

- **Easy to use, reliable connectivity**: Mobile workers clearly stated that in addition to high bandwidth, they need fast, convenient service connection. HSDe provides various, seamless, easy to use, and reliable data communication alternatives for the traveler.

- **Wide area & 'hot spot' coverage:** High-speed coverage is required wherever the mobile workforce goes. HSDe provides cost-effective, high-capacity, wide area coverage, with seamless roaming between the corporate network and WLAN (802.11) 'hot spots'.

- **Convenient:** HSDe utilizes plug-in wireless data cards to provide wireless connectivity for laptop PCs and PDAs. For the mobile worker this means a convenient, lightweight solution, with no additional equipment to carry.

In response to this need, several industry-leading vendors of wireless data infrastructure and services, have come together in a strategic initiative, to jointly develop HSDe. This is a is a comprehensive and integrated portfolio of solutions, that breaks down the barriers to the adoption of wireless data, by allowing business customers to securely access their intranet data and applications that exist behind corporate firewalls, via high-speed wireless local area networks (LANs) and third-generation (3G) wireless networks.

HSDe integrates products and services from Lucent, Proxim, Hewlett Packard, iPass, ipUnplugged and Sierra Wireless. It includes wireless LAN solutions, mobile devices, wireless and data networking equipment, client software, clearinghouse, data service management and systems integrator capabilities. As an integrated solution, it provides:

1. **Secure 3G data calls**, by incorporating widely adopted IPsec VPN remote access solutions.

2. **Link with enterprise wireless LAN (WLAN)**, augmenting mobility coverage in buildings with cost-effective WLAN data solutions, for full seamless roaming between the enterprise, 3G and public hotspots using Mobile IP.

3. **Network Hosted Virtual Private Networks (VPNs)**, for cost savings and productivity gains. With appropriate security precautions, this will allow Internet-bound traffic to be stripped off before Intranet-bound traffic is sent to the enterprise, saving ISP facilities costs for remote access.

4. **Rapid provisioning for users,** simplifying the process of installing, activating and running secure wireless data, with software pre-configured with appropriate enterprise security, policy and network parameters. This also enables ease of use and plug and play capability.

Within the HSDe partnership, each respective company is delivering key elements of this solution for HSDe. These include:

- **Hewlett Packard** – A leading provider of enterprise solutions, HP will provide laptop PCs and personal digital assistants (PDAs) that support wireless technologies, servers, applications, 802.11 and public "hot spot" solutions. HP will also provide systems integration capabilities and managed support services to enterprise customers.

- **Lucent** – As a leading provider of 3G wireless networks, Lucent will provide CDMA2000 and UMTS wireless and data networking equipment and provisioning systems. Lucent Worldwide Services will also provide systems integration capabilities and operations support for mobile operators.

- **iPass** – A leading provider of enterprise connectivity services, iPass operates a global virtual network that provides remote users with secure, authenticated access back to corporate resources from wired and wireless access points in more than 150 countries. The iPass network will expand to provide seamless access via 3G technology as these networks emerge.

- **ipUnplugged** –A leading developer of mobility-enabled networking products, ipUnplugged will provide a hardware-based roaming gateway, along with service provisioning and client software that enables mobile professionals to roam between wireless LANs, public "hot spots" and 3G networks.

- **Proxim** – As the market leader of 802.11-based wireless LAN solutions, Proxim will provide its ORiNOCO wireless LAN infrastructure solutions for enterprises and public hot spots and PCMCIA cards for laptop PCs and PDAs.

- **Sierra Wireless** – A leading manufacturer of wireless 3G PCMCIA cards and modems which connect mobile users with laptops and PDAs to wide area cellular networks. Sierra Wireless products are distributed through mobile operators and OEMs.

Unparalleled experience in spread-spectrum wireless networks, coupled with expertise in wireless data technology, means that HSDe is your solution of choice for deploying secure, mobile high-speed data services to the workforce ahead of the competition:

- Providing seamless, secure, easy-to-use, anytime, anywhere access to corporate data
- Enhancing enterprise workforce productivity
- Increasing the ROI in IT facilities and reducing operations costs

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