

# TARGETING MOBILE VPN SERVICES

## Mobile Business Users Are Everywhere, But What Are They Connecting To?

### Challenge

Small to medium-sized businesses are looking for enterprise-class IT solutions from managed service providers that won't cost too much money. And when it comes to mobile users, the first connection point they see is the VPN.

### Solution

Juniper Networks SA Series SSL VPN Appliances, running as virtual appliances and coupled with highly flexible service provider licensing, provide industry leading SSL VPN as a service to virtually any size customer.

### Benefits

- Highly scalable by instantly enabling virtually an unlimited number of customers to gain access
- Fully virtualized by running on blade servers in the service provider's network
- Manageable by a central server to ease IT administration

The mobile workforce has certainly seen many changes over the past decade. Most business people can still easily recall pager sales booths in airports, the first two-way pagers, cell phones that only worked in major cities, and laptops that shipped without any network connectivity whatsoever. Today, we have 3G phones, 4G laptops, and a rapidly increasing population of workers who are adept at tuning out noise and simply consider their office to be whatever their current GPS coordinates are. The current generation personifies mobility and spearheads the rapidly changing mobile landscape. But in most cases, they are still the elite individuals that have massive corporate IT resources with infrastructure and services that smaller businesses can only dream about.

And of course what is seen by most in all these public places is simply a façade. Mobility is not just about gadgets. Gadgets cover what the end users touch and interact with and, while cool and trendy, merely put a consumer-friendly face on increasing mobile business challenges. All of these users must still be connecting to something, right? After all, can there really be a client without a server? And if you don't work for a large organization, are you really getting the same application experience?

### First Connection: the VPN

When it comes to business mobility, the first server to which users connect is almost always the VPN. The question then becomes how to adapt the VPN so that it is also a mobile platform, unbound from existing paradigms, and flexible to the needs of service providers seeking to tap into the mobile marketplace.

Juniper Networks® SA Series SSL VPN Appliances have, for the better part of the past decade, captured the spirit of the mobile VPN experience, especially among large enterprise corporations. But one place where they have yet to really claim dominance is in the service provider arena—typically serving smaller customers. Where is the VPN offering that is so simple to manage that a service provider can put it on a web-based order form as an optional service while signing up new business accounts for Internet service? Would you like to include a managed VPN service for X users at X amount per user/month? Thankfully, that question has been answered with Juniper's SSL VPN running on VMware, specifically designed to fulfill software as a service (SaaS) and other cloud-based corporate service initiatives.

### Today's MSSP Recipe for Managed VPN Services

SA Series SSL VPN Appliances represent the service provider's recipe for managed VPN services. Service providers have made some simple requests. Give us hardware that can scale to support virtually an unlimited amount of customers, fully virtualized systems that can run completely independent of other customers, licensing that is so flexible that it doesn't limit our options, and management interfaces that will allow us to tie straight into our operational and business support systems. And in every way, Juniper has delivered on these requirements.

## Solution Components

To illustrate further, here's how the solution is assembled by any service provider:

- Blade servers running VMware are deployed to support SA Series SSL VPN virtual appliances.
- A single bulk license (i.e., 250,000 concurrent users on a three year subscription) is applied to a Juniper license server.
- Virtual appliances are configured to meet a particular customer's requirements, licensed as needed from the license server, and moved to any VMware server in the world to best support the customer.
- As needs change, the service provider's own management systems can automate additional configuration changes, license moves, reporting, etc.

## Features and Benefits

SA Series SSL VPN Virtual Appliances are the best way to secure and assure access to data centers hosting virtual desktops and other applications, and they provide the following key benefits.

### Long-Term Investment Protection

- Provide a single platform to access virtual desktops, Web applications, terminal services, client/server applications, and access from various mobile devices
- Enable companies to change their mix of remote access needs over time with a single solution
- Result in lower costs vs. purchasing multiple remote access solutions to address different remote access needs

### Improved Productivity and Ubiquitous Access

- Broad cross-platform support including Microsoft Windows, Mac, Linux, Symbian OS, iPhone, Windows Mobile, and others
- Access for diverse audiences (employee, contractor, partner) using a variety of web-enabled devices (corporate laptop, home PC, smartphone, kiosk) from different locations (home, airport, hotel, office)

### Easy to Deploy and Manage

- Plug-and-play connectivity; no software to deploy, install, configure, or maintain
- Only a Web browser and Internet connection needed by user to simplify access experience

## Greater Security

- Enable granular access control to users based on the user type, endpoint device, network connectivity location
- Support endpoint health checking to significantly reduce the influx of machines infected with viruses, trojans, and bots—even from unmanaged devices like home and contractor PCs

## Superior Reliability

- Proven solution deployed in tens of thousands of enterprises and service provider networks worldwide
- Market leader since SSL VPN category was created in 2002, and recipient of numerous awards

## Summary—Juniper Helps Service Providers Monetize Mobility

The recent explosion in the number of mobile users and devices provides a significant opportunity for managed service providers. To help service providers monetize mobility, Juniper Networks has the SA Series SSL VPN Virtual Appliances that can scale to support virtually an unlimited amount of customers using VM software, the fully virtualized systems that can run completely independent of other customers, highly flexible licensing, and management interfaces that can tie directly into the service provider's operational and business support systems.

## Next Steps

The next step for any service provider or large enterprise with a service provider business model is to engage Juniper for an ROI analysis to show how fast the SA Series can be turned into a profitable new solution, targeting the VPN services market for small to medium sized businesses as has never been possible before.

For more information about SA Series SSL VPN Appliances, please contact a Juniper Networks representative or Juniper's global network of channel partners.

## About Juniper Networks

Juniper Networks, Inc. is the leader in high-performance networking. Juniper offers a high-performance network infrastructure that creates a responsive and trusted environment for accelerating the deployment of services and applications over a single network. This fuels high-performance businesses. Additional information can be found at [www.juniper.net](http://www.juniper.net).

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