

SSL VPN SOLUTION PROFILE



Key Highlights

Challenge

Help enterprises overcome the issues of security, software manageability and cost of ownership to fully embrace remote worker populations.

Solution

AccessAnywhere Systems partnered with leading technology vendors to develop the AccessAnywhere Remote Access Solution. It provides clients with a pre-built appliance for simplified secure remote access to any company application from a standard Web browser. AccessAnywhere is a flexible and scalable solution that installs quickly, integrates diverse applications, and requires no client-side hardware or software.

Offerings

Small Business Edition

For enterprises with less than 150 employees

Enterprise Edition

For mid to large size enterprises

Service Provider Edition

For large multi-divisional enterprises and service providers

"AccessAnywhere Systems is speeding up the time to benefit for remote access implementations. With a comprehensive, end-to-end solution like AccessAnywhere, companies never have to feel that it's too expensive or too complex to make a mobile workforce more productive."

- Gordon Hogg, VP, AccessAnywhere Systems

The Need for Secure Remote Access

For years, information technology (IT) organizations have had to deal with the seemingly impossible challenges of ensuring the security of the corporate network while reducing cost and complexity. These challenges included containing the complexities of constant changes to both hardware and software infrastructures, managing the growing numbers of users, introducing new technologies and business applications, and more. And they have had to do this without compromising security, without exceeding budgets, and without adequate time. As a result, most IT organizations have had to limit the remote access of corporate business applications to only the most essential and well-funded corporate departments.

But extending network resources to the mobile workforce is no longer an option - it is essential to improved employee productivity and corporate success. Growing companies need to integrate the extended enterprise of remote employees, partners, suppliers, and customers into critical business processes to realize cost-efficiencies, productivity gains, and time-to-market reductions.

Today, the IT organization faces a new set of challenges: Balance security, cost and complexity with the productivity benefits of an increasingly mobile workforce. Research firm International Data Corporation (IDC) has reported that the number of mobile workers is growing at twice the rate of the overall workforce and will expand to 104.5 million in 2006 from 94 million in 2002.

A Better Alternative to Virtual Private Networks

Numerous remote access solutions have been developed to try to manage this new set of IT challenges, but as these solutions balanced security with cost, they increased complexity and reduced manageability

Alternative solutions available to IT organizations have included private dial-up networks, virtual private networks (VPNs) and custom extranets. For many IT organizations, the VPN has become the solution of choice, however, while VPNs have brought costs down significantly from private dial-up solutions, complexity has risen. And where security has improved employee accessibility and productivity has suffered.

In response to this dilemma, AccessAnywhere Systems, a leading provider of secure remote access solutions, has teamed with Sun Microsystems, and Tarantella Inc. to develop a simplified solution that meets the requirements of today's growing remote worker populations. AccessAnywhere Systems has more than eight years of experience developing solutions based on Sun™ technologies and products and built its AccessAnywhere remote access solution on the Sun Open Net Environment foundation.

Solution Benefits

Flexible, Browser-based Access

- Access to Intranet, Files, and E-Mail resources
- Access to Windows, Unix, AS/400 and Mainframe servers
- Access from any location with Internet connectivity, regardless of firewall and NAT

Lower Total Cost of Ownership

- No client software or hardware to deploy and manage
- No time consuming application integration or customization
- Virtually no on-going support and maintenance
- ROI in as little as five months

Best-in-Class Security

- Eliminates open, network layer connections for external users
- Integrated two-factor authentication and support for X.509 digital certificates
- Standards-based 128-bit security and session encryption

Simple Plug-n-Play Appliance

- Small 1-U rack mount hardware
- No changes to servers, firewalls or security policies
- Half-hour installation

The AccessAnywhere Pre-Built Appliance

AccessAnywhere consists of pre-integrated hardware, software, and services in a hardened appliance, rivaling traditional VPN offerings in feature and function. This unique, pre-built appliance is a browser-based alternative to VPNs that leverages the client-less features of Secure Sockets Layer (SSL) technology, allowing secure remote connections to be established without the need for additional software at user's site. The META Group research firm forecasts that 80 percent of mobile workers will use SSL-based solutions to gain remote access to business systems by 2006.

Because the AccessAnywhere appliance eliminates the need for additional software on remote PCs, it can be installed on the network in a matter of hours. There is no need to take the network down for installation, as is often required by traditional remote access solutions. In addition, the solution is non-intrusive to the existing operational environments, and will not compromise existing architectures, platforms, or security policies.

AccessAnywhere addresses all possible remote use-cases:

- **AnywhereWeb** - A Web-only SSL access solution for day extenders who require remote Intranet, Web mail and file access.
- **AnywhereClient** - A VPN-on-Demand SSL solution for mobile sales representatives and executives who need rich application support when remotely using their laptops
- **AnywhereApplication** - A thin-client SSL solution for teleworkers and business partners who need simpler access to complex corporate applications

A Simpler, Low Cost Solution for All Enterprises

The AccessAnywhere appliance can provide significant benefits to mid-market enterprises in all industries, and is ideal for companies with large mobile sales organizations, growing numbers of teleworkers, or the need to motivate home workers.

The solution allows these growing enterprises to provide significantly more employees with remote access without adding network complexity or significant cost. This means mobile employees no longer have to travel with laptops to access e-mail, files, and other critical business applications. The solution enables all remote users to access the corporate network to use applications running on UNIX, IBM AS/400, mainframe, or Microsoft Windows - whenever and wherever they please - from a simple Web browser.

By simplifying network complexity, the solution also reduces headcount and costs required for maintenance and support. This combination of lower costs and reduced network complexity allows enterprises to extend the number of remote users economically and efficiently.



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