

Remote Access VPN "Out of the Cloud"

Secure remote access to the company network from within the Cloud

How can Resellers participate in this Market?

Resellers as "SaaS Provider" (Software as a Service)



Next Generation Network
Access Technology

www.ncp-e.com

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Requirements:

Full or partial outsourcing of VPN operation and management to a service provider.

Solution:

A specialty store has the option to:

- a.) use existing resources within the cloud (see image 1) or
- b.) to set up a VPN infrastructure of its own for its customers (see image 2)

Solution a.

This solution is relatively inexpensive for the specialty store and can be implemented rather fast. The reseller only needs a PC with browser (as management console) and Internet access. Apart from disk space, the cloud storage provider offers for the reseller need-based use of computer performance, databases, etc. The central VPN software, NCP Secure Enterprise VPN Server (NCP VPN Gateway) and the NCP Secure Enterprise Management Server, is already installed at the hardware of the cloud storage provider.

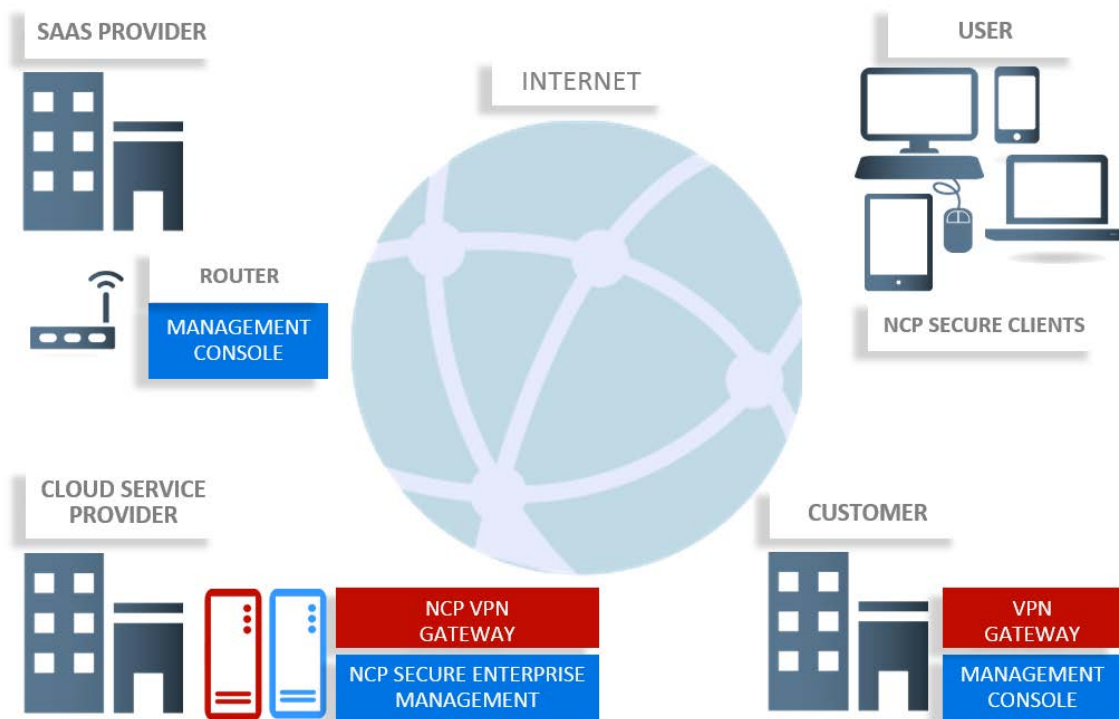


Image 1

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The reseller supplies all further (peripheral) VPN components like the NCP Secure Enterprise Clients and the NCP Secure Enterprise VPN Server depending on the needs of the project. If needed, the customer can access the central management via the console in order to manage his own VPN clients.

Solution b.

The reseller provides all VPN components one-stop. Not only does the reseller manage the NCP Secure Enterprise VPN Server and the NCP Secure Enterprise Management (see solution a) but also does he own these software components.

As in solution a, the reseller supplies the peripheral VPN components according to the demands of the project at hand.

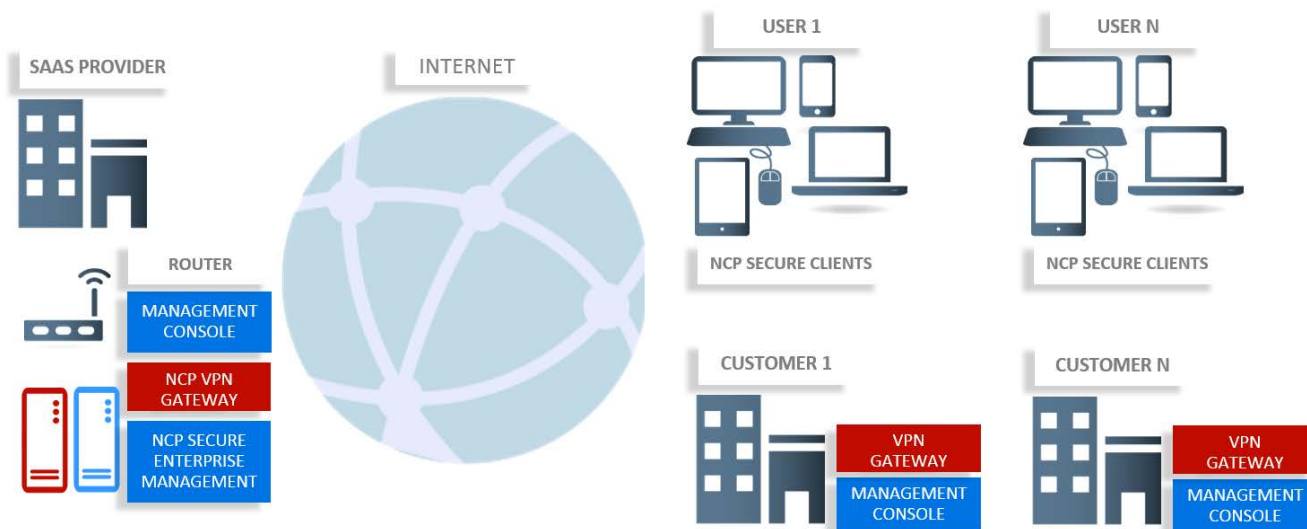


Image 2

Investment costs:

During the first step, the reseller only has to invest in the central VPN components. At their smallest expansion stage, the costs for the NCP VPN Gateway including backup system, the High Availability Server including backup system and the VPN Management System including backup system are below 5,000.00 EUR.

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Features:

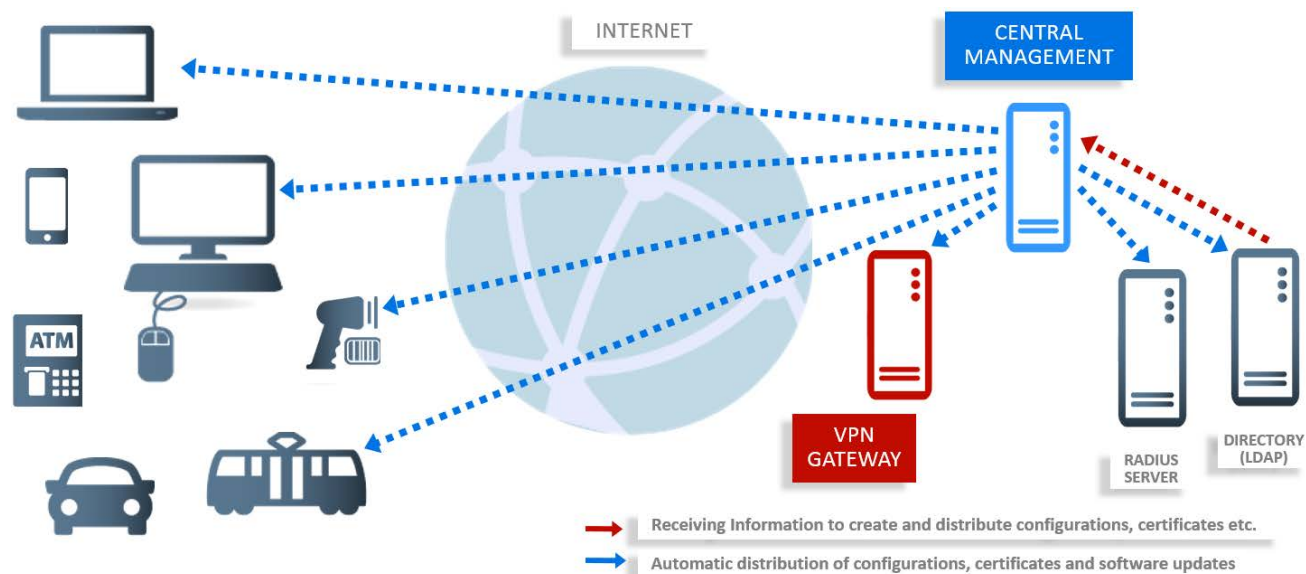


Image 3

Project phases:

1. The customer provides the SaaS provider with the data of the mobile users
2. On the NCP Secure Enterprise VPN Server, the SaaS provider sets up a new customer (client) in the NCP Secure Enterprise Management system.
3. Setup/ change of client configuration (user data) via Web Frontends through:
 - a.) SaaS-Provider or
 - b.) the customer (if desired)
4. Rollout of the VPN client software (NCP Secure Enterprise Client) to all mobile users via download or software distribution. Automatic individualization after the first connection setup to the VPN gateway.
5. Operation: Central management of security, configuration, software versions, certificates, etc.

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The customers' benefits:

- No investment in hardware, software and in-house experts
- Monthly bills instead of one-time investment with annual write-off
- Reduction of staff resources
- Top-notch security and communication at all times
- Fast implementation
- Well-designed technology
- „Easy VPN“

The SaaS providers' benefits:

- New source of income
- Good value for money
- Opening up of new customer groups
- Long-term customer connectivity
- Software-based, virtualized VPN solution
- Multi tenancy
- High scalability
- Single point of administration
- Low operating costs
- Low personnel expenditure
- Client parameter locks
- Integrated centrally manageable Personal Firewall
- Central management of all clients via a single console
- Fully automatic operation

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