

Nokia Secure Access System

Gaining Global Recognition

“Judging by the features built into Nokia Secure Access System, and the features Nokia has hinted at for future releases, we’d be willing to wager on this upstart.”

Mike Fratto, Senior Editor, Network Computing Magazine

“Nokia is cementing their position as a leader in secure connectivity by offering consistent, secure, and flexible remote access to corporate applications from any device,” said Charles Kolodgy, research director of Security Products at IDC. The Nokia Secure Access System extends enterprises’ options when considering remote access. Additionally Nokia has added features that set its clientless remote access offering apart from other SSL VPN offerings currently on the market.”

Charles Kolodgy, Research Director of Security Products at IDC

“Companies will look to flexible technologies such as SSL to secure both fixed line and wireless communications but will be wary of adding more infrastructure into their organizations that can’t easily be managed by existing management tools. The fact that Nokia’s Horizon manager can manage both the Nokia Secure Access System and the widely deployed Nokia IPSO-based security solutions will relieve a potential headache for those administering remote access frameworks.”

Ian Williams, Global Programme Manager, Enterprise Security Team, Datamonitor

“Many enterprises struggle with aggressive application roll outs that support a wide range of user devices and network types, and satisfy requirements for timing, performance and cost,” said Jeff Wilson, executive director, Infonetics Research. “With this announcement, Nokia has demonstrated a commitment to take a leadership position in the fast growing clientless remote access market.”

Jeff Wilson, Executive Director, Infonetics Research

“Nokia is a market leader in both the mobility and security market and the addition of the Nokia Secure Access System strengthens Nokia’s security portfolio considerably. Given the strong mindshare and market penetration of Nokia solutions in the firewall / VPN market as well as its excellent brand recognition, particularly in the mobile handset market there is no doubt that Nokia will be a force to be reckoned with in the mobile security arena.”

Ian Williams, Global Programme Manager, Enterprise Security Team, Datamonitor

“There’s a move to adopt SSL, the Secure Sockets Layer protocol, for transmitting documents via the Internet using public-key encryption. It provides the necessary level of security for basic functions such as Web-based e-mail, limited client/server applications (Microsoft’s Exchange and Outlook, as well as Lotus Notes) and some intranet functions. And when combined with Nokia’s new Secure Access System, the flexibility of SSL makes it possible to open up safe new ways of accessing corporate intranets and the Internet.”

Pimm Fox, Computerworld



Frost & Sullivan Award for Product Innovation



AWARD DESCRIPTION

The Frost & Sullivan Award for Product Innovation is presented each year to the company that has demonstrated excellence in new products and technologies within their industry. The recipient company has shown innovation by launching a broad line of emerging products and technologies.

RESEARCH METHODOLOGY

To choose a recipient of this award, the analyst team tracks all new product launches, R&D spending, products in development, and new product features and modifications. This is accomplished through interviews with all the market participants, and extensive secondary and technology research. All new product launches and new products in development in each company are compared and evaluated based on degree of innovation and customer satisfaction. Companies are then ranked by number of new product launches and new products in development.

MEASUREMENT CRITERIA

In addition to the methodology described above, there are specific criteria used to determine final competitor rankings in this industry. The recipient of this award has excelled based on one or more of the following criteria:

- Significance of new product(s) in their industry
- Competitive advantage of new product(s) in their industry
- Product innovation in terms of unique or revolutionary technology
- Product acceptance in the marketplace
- New product value-added services provided to customers
- Number of competitors with similar product(s)

AWARD RECIPIENT: NOKIA

Nokia has had a long-standing role in the enterprise security space. Nokia's market leading platforms, which host firewall, VPN, IDS, and secure content management technologies, have provided the company with an enviable position in the

market. Nokia's entry into the SSL VPN market came late from a market progression standpoint. However, as one of the first large security vendors to enter the market, Nokia has brought an extremely well evolved product to market.

Nokia Secure Access System marked Nokia's entry into the SSL VPN market in Q2, 2003. What is unique about Nokia's market entry is the amount of development that has gone into their first product release. While other vendors came to market earlier with less developed solutions, Nokia's first release has incorporated many of the features and capabilities that have taken the rest of the market over a year to incorporate. Some of these features include support for all common authentication directories, certificates and tokens, a simplified management console, controlled access based on the type and security of the connecting device, and session interruption prevention.

While the rest of the SSL VPN market has overlooked the issue of endpoint security, Nokia's first product incorporated one final feature that has essentially raised the bar for the rest of the market. Nokia's Client Integrity Scan feature provides a security scan of the endpoint that is attempting to connect to the gateway. The scan searches for suspicious ports, files, and services that indicate a compromised endpoint. The scan can also confirm or deny an active firewall and/or anti-virus engine running on the endpoint.

Nokia's dedication to the security of SSL remote access and feature rich initial product set the company apart from competitors in the marketplace. For attacking a problem that has effectively been overlooked until recently, and for setting a standard that other companies are now striving to emulate in their first product release, Nokia is awarded the Frost & Sullivan Product Innovation Award.

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