



World Secure

norwood
connect globally, locally™

An automated MDM-managed
VPN client

200



Businesses of
Tomorrow 2017 WINNER

The Norwood Story



The Enterprise
Mobility Pioneer



Public Australian
company (ASX:NOR)



4.2/5 stars rated
Apps



B2B clients on
three continents
B2C partners on
two continents



33 languages
supported



Pioneering Enterprise Mobility

Voice • Messaging • Security

A cyber-security problem worth addressing

- How to deal with the security risk of staff using their mobile devices to access the Internet on insecure data networks, such as open Wi-Fi networks?
 - Staff are often unaware of the risks of accessing such insecure networks
 - Existing solutions to address this usually require manual user intervention and therefore subject to poor staff compliance
- Furthermore, Corporate VPN clients are usually designed just to access internal IT resources, not to allow broad-based Internet access
 - It is practically difficult (e.g. dealing with traffic scaling issues) to use corporate VPNs for generalised Internet access by all mobile staff
- These issues drive a need for an automated ‘personal VPN’ solution, hosted off-site independent of corporate infrastructure, that still delivers security when on insecure Wi-Fi networks

Today's 'Wi-Fi Lock-down' VPN Options All Have Significant Drawbacks



Ignore the issue No VPN

Live with the potential risk of data theft when staff access insecure data networks. Not a real option.



Expand use of the Corporate VPN

Increases traffic loads into organisation unnecessarily. Subject to the 'compliance risk' of staff not remembering to apply the VPN when needed



Use an Existing Personal VPN App

Not designed for corporate provisioning and management. Places undue support and development workload on already stretched internal IT resources

The Dream Scenario

Address everyday Wi-Fi use cases where VPNs can protect your staff

AND...

Retain control when threat levels rise



Fully Automated VPN that delivers control and peace of mind

First VPN designed for corporate use that addresses insecure Wi-Fi networks. Blends personal and corporate security policies to deliver improved overall security



'Soft on the person, hard on the policy'

Provide flexibility when threat levels are low, set strong controls at other times



Easy to use

VPN security policies are automatically implemented and cannot be defeated permanently on the mobile client

Corporate
'Wi-Fi Lock-down' VPN
Must Have
Following Features



Deliver the usual benefits of VPNs without any loss of control and or staff freedom. Support scalable VPN security for general Internet access.



Works with all popular modern smartphones



Be a future-proof VPN platform that can scale to support global footprint, using state-of-the-art VPN standards endorsed by major IT companies

Norwood's new cyber-security offering



World Secure

A policy-driven, automated VPN client for general Internet access by your staff, delivering security 'on the fly'



Protects at-risk Mobile Professionals

Automatically activates a secure VPN whenever the mobile device is accessing the Internet when specific security policy triggers are met



Protects Staff Privacy

Guards against the interception of critical personal data when surfing on open Wi-Fi access points with automatic VPN protection



On-demand, Policy-based Security

Activates when needed, according to corporate policies in force, managed and deployed through the corporate MDM/EMM platform



Standards-based, Globally Available

Uses state-of-the-art **IKE v2** and **IPSEC** VPN tunnel protocols to deliver optimal security

Positioning World Secure against other VPN options

Solution	Standards-based	Automated	Policy-driven	Scalable	Cost
World Secure	✓	✓	✓	✓	Low
Do nothing	✗	✗	✗	N/A	High potential cost (risk)
Corporate VPN	✓	✗	✓	✗ (WAN bandwidth usually needs to be redimensioned)	High
Personal VPN	✓ Check for outdated VPN standards	✗	✗	No SLA	Software: moderate Management: high

Employee Friendly

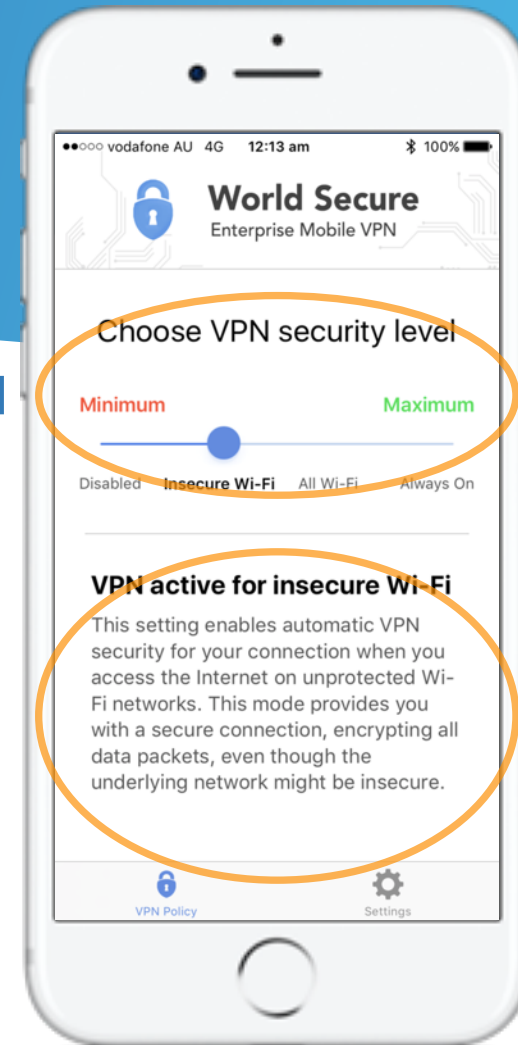
– Provide flexibility to staff when threat level is LOW

Let users “set and forget” their own VPN policy

- World Secure delivers automatic VPN policy enforcement – even when the App is not running
- Four key modes:
 1. Disabled
 2. Enabled on insecure Wi-Fi only
 3. Enabled on all Wi-Fi
 4. Enabled on all Wi-Fi and all 3G/4G
- Easy to use and super intuitive interface

Easy-to-change security policy

User can select the VPN security level most appropriate to their day to day circumstances



Clear description of user's chosen security policy

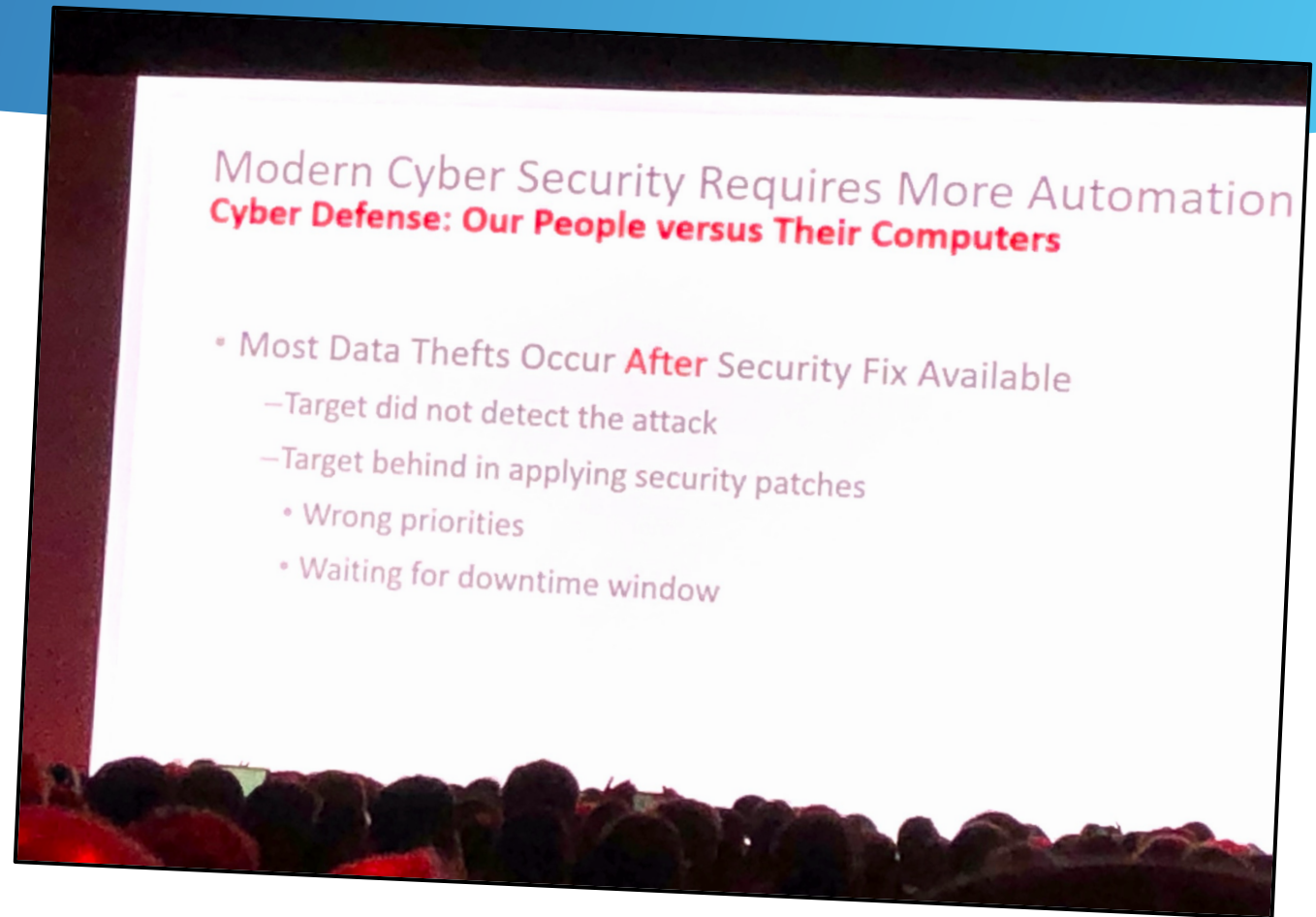
All 'complicated' configuration data delivered via MDM

Key issue:

How can you respond effectively to sudden increases in cyber threat levels?



The faster you can address any cyber threat... ...the safer you make your organisation.



Oracle Open World Keynote 3 Nov 2017

Respond to cyber-threats quickly

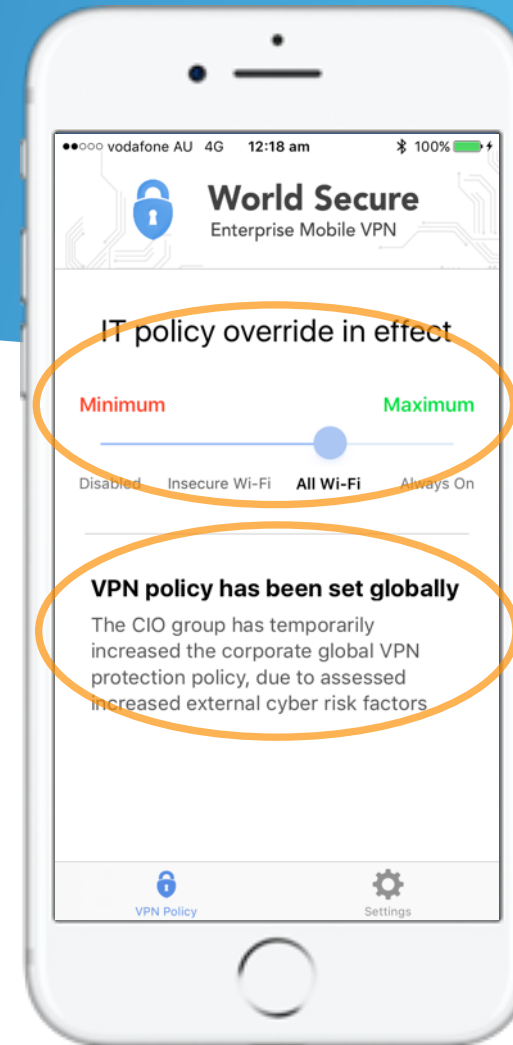
- Deliver automated control of VPN policy to CIO Group when threat level is HIGH

Apply control when needed

- World Secure delivers a unique ‘on-demand’ ability to rapidly implement a centralised VPN security control policy
- MDM-driven VPN-control mode:
 - Personal settings overridden
 - Central security policy quickly enforced throughout the managed mobile fleet
 - MDM sets preferred security policy
 - Globally or by exception
- Can step back down to ‘Personal Mode’ when threat level subsides

**‘Rapid response’
central security
policy**

**CIO Group
temporarily takes
control of mobile
device’s VPN
security policy**



**Clear description
of why security
policy was
implemented**

**Reduces load on
internal helpdesk
during high threat
periods**

A unique enterprise cyber-security solution



- Automatic VPN protection when accessing insecure Wi-Fi networks
- Enterprise mobility management support to increase the VPN protection level dynamically when cyber-threat conditions change
- Strong customer interest already evident

Our key B2B partners

ORACLE®

SALES CLOUD

VERITAS™
Technology Partner

 **global RELAY®**

 **salesforce partner**



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