



# NEC's Juniper Technology Brief

Issue 3 - April 2011

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Introducing Juniper's **PULSE MMS** 'Mobile Security Suite' for Smartphones

NEC Launches Juniper's **SPACE SDK** Software Development Kit



Introducing NEC's...

# NEW SMARTPHONE SECURITY SUITE



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Welcome to this third issue of the NEC Juniper Technology Brief. Following on from previous issues there are exciting developments with both smartphone security and the SPACE Software Development Kit. These are very real opportunities for you to not only add value to your customers and further

differentiate yourself from your competitors but also generate new revenue streams immediately.

Increasing the ARPU (average revenue per unit) is a subject that is of continual interest to the industry. The continued uptake of smartphones into the business and private communities has presented operators with an opportunity to do this by providing high value services to eager consumers. This month NEC is offering you the opportunity to trial for yourself our latest offering in this sector, Juniper's PULSE.

NEC thinks that PULSE has really got some legs in this sector of the market and I would encourage you to take advantage of this limited offer, try it for yourself with our compliments. To get your free PULSE license just email me at [info@nec.co.nz](mailto:info@nec.co.nz) with 'Yes Please' in the subject line and I will do the rest. With a brand

new Juniper SPACE SDK now installed here in our Wellington development environment our very experienced engineers can help you develop customised applications without your own hardware and software investment. NEC's Juniper business is continuing to show good

growth. Our customers enjoy the solid support of our dedicated team and we are all looking forward to the new financial year and bettering our growth to date. Regards,

Simon De Boer

## Smartphone security is fast becoming an urgent business need...

With the difference between your computer and your smartphone becoming increasingly difficult to recognise, your smartphone is likely to be more powerful and feature-rich than your desktop computer was just ten years ago. Having the wealth of information - personal and otherwise - in your device means your phone is a prime target for those that would like to infiltrate it. Security of your smartphone is quickly

becoming an essential business and personal challenge. The threats range from the simple (someone finds your phone and reads all your emails or accesses your facebook) to the more sinister and complex such as viruses or applications that share your personal information. With company employees becoming increasingly mobile and accessing company information and resources remotely, the



security of these smartphones is now a crucial business requirement. The risk of your 'found' smartphone providing your competitor access to your network, client database or secret files is something that needs to be addressed. It is also an issue your customers need to be addressing urgently as well.

**“As mobile devices become more ingrained in individuals’ lives, they tend to contain more financial, medical, corporate and personal information, ripe for exploitation. Also, as we see mobile devices become a conduit for financial transaction, the need for security will grow. Organisations need to build strategies to protect information end to end.”**

In conjunction with Juniper Networks, NEC is pleased to launch PULSE MSS Smartphone Security Suite. The all new Pulse MSS works with a broad range of the most popular mobile platforms including:

- **iPhone** (due soon)
- **Google Android: 2.x**
- **Windows Mobile: 6.x**
- **Nokia Symbian: S60 3<sup>rd</sup>, 5<sup>th</sup> Editions**
- **Blackberry: 4.2 or greater**

The true value of Juniper’s PULSE MSS is its extensive array of security features which you can selectively activate including:

- Antivirus, Malware & Spyware Protection
- Backup Data & Restore
- Data Protection due to Loss & Theft
- Identity & Location-Aware Connectivity
- Inbound - Outbound Traffic Monitoring
- Personal Firewall Filtering
- Antispam Filtering
- Voice & Picture Monitoring
- SMS, MMS & Email Content Monitoring
- Parental Controls & Device Monitoring

Choose one or package them as you like, these features are

quickly and easily managed via Juniper’s Mobile Security Gateway. Detailed security reports are provided showing security threats, quick list and removal of unwanted apps, remote tracking, lock, wipe backup and restore of lost or stolen devices.

**A new, flexible service that your customers need NOW**

The new PULSE Mobile Security Suite is something your customers need to know about urgently. Being able to make them aware of the need to secure their smartphones is of huge value to them but then providing them with a flexible and cost effective solution is a new revenue stream for you as well and will make you stand out in your market. This is your opportunity to add value

to your network and differentiate yourself in a highly competitive market, and of course increase your ARPU.

**Try Juniper’s Pulse MSS yourself with my compliments**

We are so impressed by this much needed service that I have arranged a limited number of free licenses so that you can try it for yourself and your customers. Be the first to see just how useful PULSE is and how valuable this is going to be to all New Zealanders.

Just email me at [simon.deboer@nec.co.nz](mailto:simon.deboer@nec.co.nz) with ‘**Yes Please**’ in the subject line and I will do the rest, or call me on 09 304 0888.

**First in first served! I know you’ll be impressed.**



# NEC's Juniper SPACE Software Development Kit NOW available

Develop new applications for your customers with or without your own SPACE Software Development Kit from Juniper

**With Juniper's recent release of their SPACE SDK - NEC has quickly installed this SDK in our own application development environment in Wellington. If you have not invested in your own yet and want to try some applications before you do so then this is a great opportunity.**

Our development kit has been seeded with the latest release of ServiceNOW so that together we can design and create specific Juniper applications to provide network management, remote diagnostics and proactive support services that you and your customers may need.

SPACE provides an 'enabling management platform' that will save you time and increase the productivity of your networking management and provisioning services. With the complete SDK now up and running here at NEC you can design your own programmes plus utilise the skills and experience of our own NEC application development team who have

been developing and supporting NZ's telecommunications networks for decades and the potential is immense.

Our Juniper certified engineers will design and create bespoke applications that not only take your customer service to new levels but also completely differentiate you in your marketplace.

**In essence, think of SPACE as a means to enhance the value of your Juniper network**

For example take this scenario; you are responsible for expanding the capacity of your Juniper network to accommodate increasing customer demand for 1Gb and 10Gb Fibre Optic circuits. Use a SPACE SDK designed program to interrogate your targeted Juniper access routers and retrieve information such as:

- Router(s) identification
- JUNOS versions
- Line cards installed in each router

Then present this information to an NEC designed application that further enhances this information by including:

- Available slots/ports per router
- 1Gb & 10Gb capacity line cards/modules suitable for each specific model
- 1Gb & 10Gb port density potential per router

And presenting as a 'bill of materials' including:

- Product codes of line card/modules per specific capacity requirement
- Cost of deploying 1Gb & 10Gb options

**Think of the time and money this report will have saved you, as well as the ability to respond to your market faster than your nearest competitor.**

To find out more about using the NEC SPACE SDK as well as the skills of our Juniper Certified Application Development Team for your own business just call me on 09 304 0888 or email me on [simon.deboer@nec.co.nz](mailto:simon.deboer@nec.co.nz).