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Proposal for Wireless Services

Presented to:
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On behalf of AT&T and NetMotion Mobility, we are pleased to present you this proposal, which outlines the elements associated with implementing and deploying NetMotion XE at *Lexington Police* as the mobile VPN solution for your laptop users.

Executive Summary

NetMotion Wireless Mobility XE is built specifically for highly mobile workers who need secure, reliable wireless access to critical data and applications. Whether they drive to multiple locations in a single day or roam between floors or buildings on a corporate campus, workers remain productive while they access different networks, cross coverage gaps, or suspend and resume their devices.

The implementation of NetMotion Mobility XE at *Lexington Police* will provide the following proven benefits.

Security: The industry's strongest FIPS-validated encryption secures the VPN tunnel. Before allowing access, Network Access Control verifies that every device is up-to-date with software and patches, and that security measures are enabled.

Authentication: Support for two-factor, standards-based authentication gives government agencies an affordable way to meet their security objectives. Through inexpensive smart cards or low- to no-cost X.509v3 user certificates, Mobility XE supports most standards-based PKI authentication infrastructures via RADIUS EAP. Device-level authentication using certificates enables multi-factor authentication that ties users loosely or tightly to the device, while reauthentication at intervals confirms that devices remain in authorized hands.

Enforcement: Flexible policies control device and application behavior, restrict application access, and keep bandwidth-intensive processes off slower networks where they can bog down performance.

Productivity: Mobile workers have a single sign-on experience — no matter how many different networks or access points they use. Mobility XE keeps mobile workers authenticated and their applications reliable during coverage loss.

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Roaming: Mobility XE enables seamless roaming in and across any combination of IP networks. Users move freely between docked connections, corporate Wi-Fi networks, third-party hotspots and cellular data networks from multiple carriers — automatically using the fastest available connection.

Performance: Mobility XE improves throughput, application responsiveness and productivity over bandwidth-constrained wireless networks. It reduces protocol overhead and chattiness, and compresses data and web images, dramatically improving throughput.

Reliability: No other mobile VPN matches Mobility XE's ability to keep application sessions alive and stable. In coverage gaps, applications simply pause, then resume sending when a connection returns. Data transfers pick up where they left off, even days later after a device is resumed.

Management: Set-and-forget design requires little management for routine operations. The browser-based administrative console allows all aspects of the system to be centrally configured, managed, and observed — from overall metrics down to the details of a single mobile worker. Central controls quarantine devices that are misused, lost or stolen. Device authentication supports over-the-air device management via third-party management suites.

Policy Management Module

Centralized, Flexible Control over Mobile Productivity & Security
The optional Policy Management Module enforces enterprise-specific security policies and selectively grants access by user, device, network or application.

- **Control application and resource access:** Policies provide granular control over which applications are allowed network access, and when.

- **Assign policies:** Enforcement of policies is transparent to the user and can be assigned based on individual, job function, work group or entire organization.

- **Manage traffic with Quality of Service (QoS):** Using traffic classification and traffic-shaping policies, mission-critical applications can be prioritized to ensure their availability regardless of network type.

- **Confine bandwidth-intensive applications to high-capacity connections:** Policies can block bandwidth-intensive applications from slower networks, or proactively launch applications when a high speed network becomes available.

- **Support real-time applications:** In addition to the Quality of Service (QoS) capabilities, Mobility XE includes packet loss recovery capabilities that improve the performance of real-time applications such as VoIP, streaming video or real-time conferencing that are sensitive to latency and jitter.

- **Use wireless LANs and hotspots securely and effortlessly:** Policies can selectively permit or deny application traffic based on the access point or hotspot provider.

Network Access Control Module

Enforcement of Mobile Device Security and Compliance Policies
The Network Access Control (NAC) module ensures that workers' devices have adequate security measures in place before allowing connectivity and granting access to applications and data.

- **Deploy quickly:** The NAC module wizard makes it easy to configure and deploy security policies in minutes without network infrastructure reconfiguration.

- **Ensure security compliance:** Mobile devices are scanned for compliance for required software including antivirus, antispyware, firewall, operating system, Windows update status, registry keys, and other applications.

- **Exert flexible control over non-compliant devices:**   Based on severity, administrators may choose from simple warnings, to triggering customizable remediation policies that can limit application access, launch websites, initiate software downloads, or even disconnect or quarantine the device.

- **Automate updates and compliance checks:** Updated rules are automatically pushed down to client devices. Devices are also rescanned automatically at regular intervals to ensure ongoing compliance even after they connect.

- **Consistent support on multiple platforms:** NAC policies are supported on all Windows-based client devices including laptops, handhelds and smart phones.

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Analytics Module
Proactive Management and Visibility into Mobile Deployments
The Analytics Module delivers detail and business insight not available in other VPNs. It provides statistics on performance and usage, and intelligence on networks and applications used by workers. Automated notifications save administration time and facilitate fine-tuning and capacity planning.

- **See the big picture; drill down to the details:** Go far beyond simple activity logs used by typical VPNs, with graphical reports that show usage trends. Use filters to drill down on populations and time periods to view the data you need.

- **Know how resources are used:** See which applications, devices and users are consuming the most bandwidth. Set policies to improve productivity and comply with carrier service agreements.

- **Spot coverage or connection problems:** See which devices have connection problems, and when, why, and which network is involved.

- **Gain a more efficient help desk:** Empower help desk employees by showing the applications mobile workers are running, including version details and when a battery might be failing. See how frequently applications are run, how much traffic they use, and which applications cause performance problems.

- **Receive alerts of impending problems:** More than 30 notifications, many with adjustable thresholds, alert via email, SNMP or syslog.

- **Prove performance and plan proactively:** Show that users are using mobile resources efficiently, and know when more bandwidth or better coverage might be needed.

Proposal & Pricing

AT&T is proposing the following approach to expand NetMotion Wireless Mobility XE for **Lexington Police.** This proposal only contains pricing of the software licensing and is eligible for purchase using the WSCA contract.

NetMotion Wireless Mobility XE Pricing
NetMotion Mobility XE pricing is based on a term license model – an annual fee, billed in advance based on the number of users deployed.

Mobility XE Licenses:

Product Description	SKU	Quantity	List Price	Discount Price	Extended Price
Mobility XE Device Licenses	090NMXEC3	380	$120.00	$88.78	$33,736.40
Advanced Bundle Device License (Policy Management & NAC Modules)	090NMBXEC3	380	70.00	$51.85	$19,703.00
Mobility XE Premium Software Maintenance	090NMPRMMNT1	1	25%	~18.5%	$13,359.85
Total					**$66,799.25**

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BY:_____

NAME:_____

TITLE:_____

DATE:_____

Lexington-Fayette Urban County Government

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