How to Secure the Success of your Mobile Enterprise

Lars Klumpes – CISSP
Sr Director Business Development

MOCANA.

Mocana Corporation

- Founded in 2004 & based in San Francisco
  - We make strong security easy

- Mocana's IP addresses demand across the Enterprise Mobility & IoT markets
  - We protect hundreds of millions of smart devices that comprise the IoT
  - Mocana's technology is embedded in the top 5 of 7 Android OEMs
  - We have >100 enterprise mobile app security customers

- In the Enterprise Mobility market, we have evolved:
  - From: Value capture through mobile app wrapping, circa 2012
  - To: Value capture through the Atlas platform, which shipped in July 2014

2

SAP and Mocana

- Mocana is an SAP Solution Extension (SOLEX) Partner

- SAP resells SAP Mobile App Protection by Mocana, a component of SAP Mobile Secure

- SAP and Mocana partner globally

- The SAP Mobile Platform delivers highly complementary capabilities to the Mocana Atlas Platform, as part of larger architecture

- SAP and Mocana are jointly developing a partner ecosystem to support the market for global Fiori adoption

The Problem: Mobile Shelfware

- App Deployment alone is not enough. App Usage is what drives productivity gains.

- Poor Login & Connectivity Experience is killing App Usage

Without connected mobile app usage, your large investments in backend business apps will not translate into mobile productivity

* IDC Report May 2014
**Employee Mobile App Satisfaction Report : Mobiquity Commissioned Survey, Oct 2013   11 June 2015   Customer Presentation - Proprietary and Confidential   4

How do you define success?

5

Mobile Apps: Empowering The Point of Engagement
Mobile Apps Are Only As Useful As The Data They Can Access

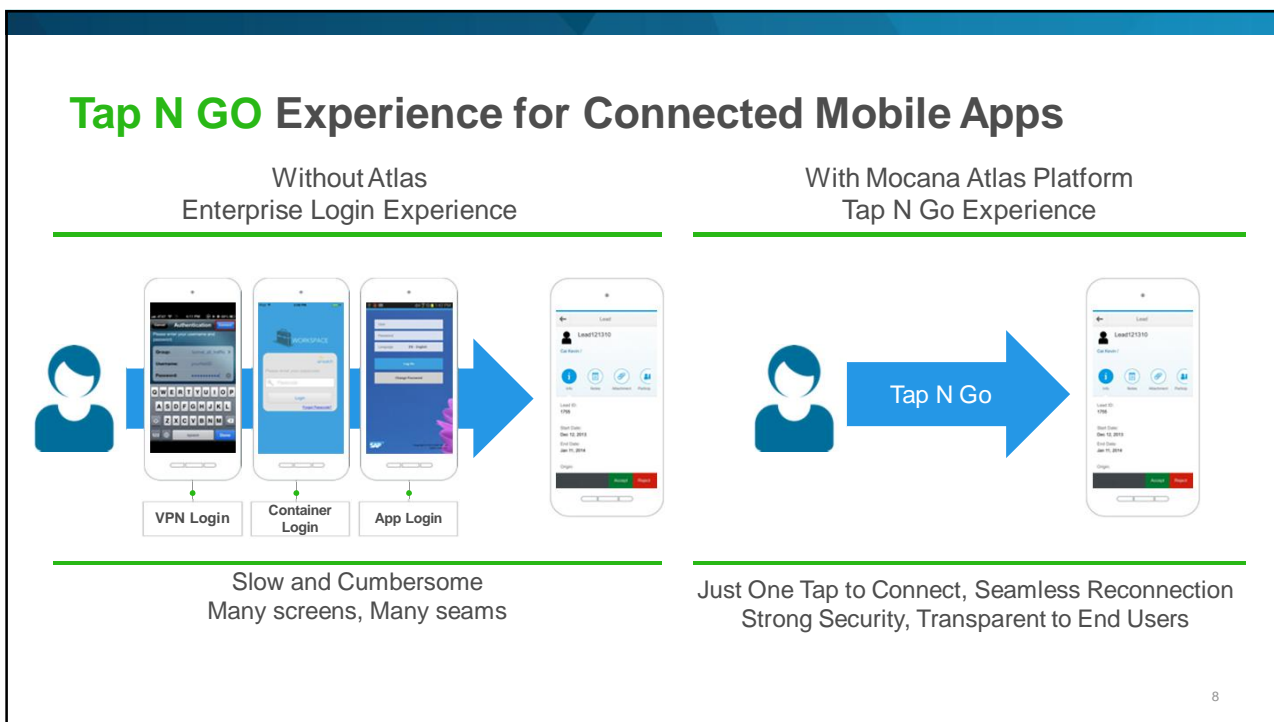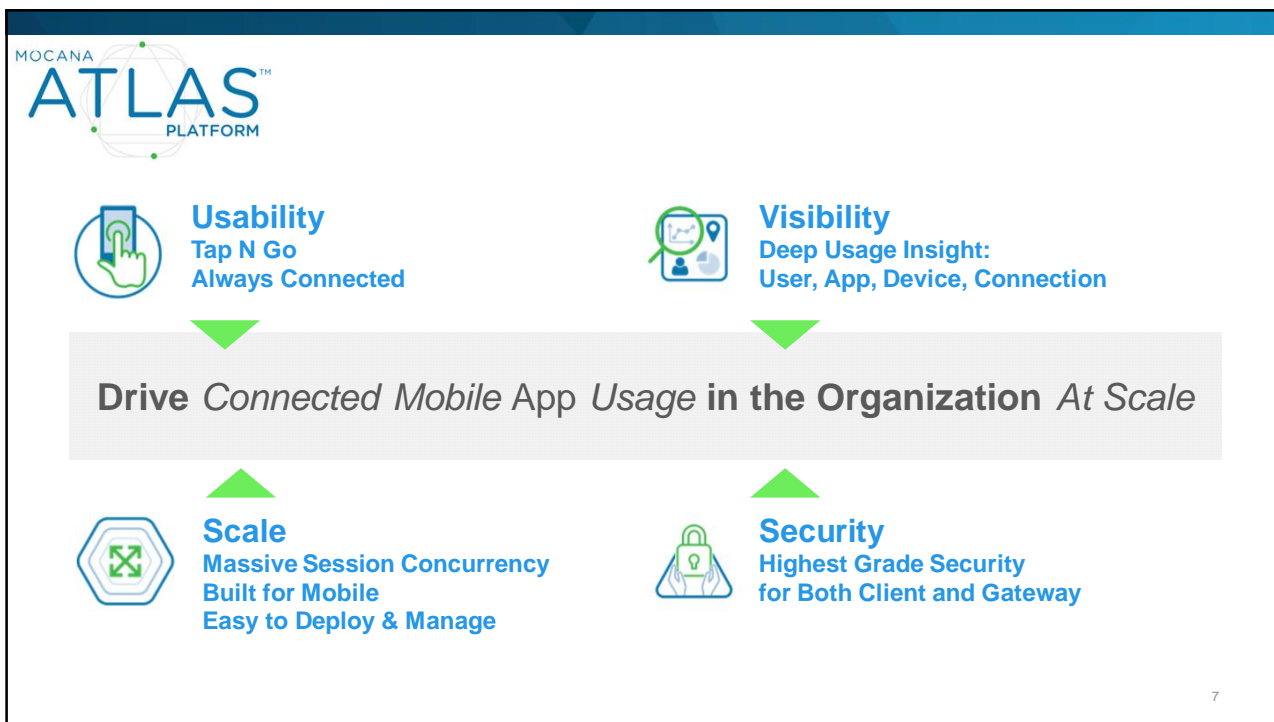|	
	Retail store manager enabled to spend more time on the floor with customers through iPads
	Automotive lender gaining access to real time quotes and rates resulting in quicker sales
	Employees having access to real time Business Intelligence to make better decisions

6

Usability
Tap N Go
Always Connected

Visibility
Deep Usage Insight:
User, App, Device, Connection

Drive *Connected Mobile* App *Usage* **in the Organization** *At Scale*

Scale
Massive Session Concurrency
Built for Mobile
Easy to Deploy & Manage

Security
Highest Grade Security
for Both Client and Gateway

7

Tap N GO Experience for Connected Mobile Apps

Without Atlas
Enterprise Login Experience

With Mocana Atlas Platform
Tap N Go Experience

VPN Login Container Login App Login

Tap N Go

Slow and Cumbersome
Many screens, Many seams

Just One Tap to Connect, Seamless Reconnection
Strong Security, Transparent to End Users

8

Always On Experience for Connected Mobile Apps

Without Atlas
Enterprise Connectivity Experience

With Mocana Atlas Platform
Seamless Connected Experience
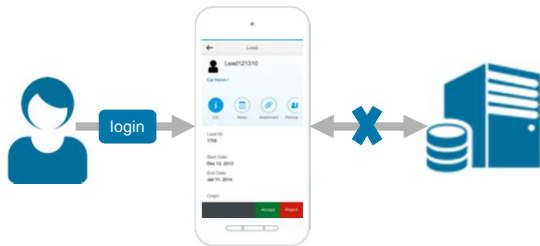
Every time app connection times out, users are forced to login, typically **dozens** of times a day
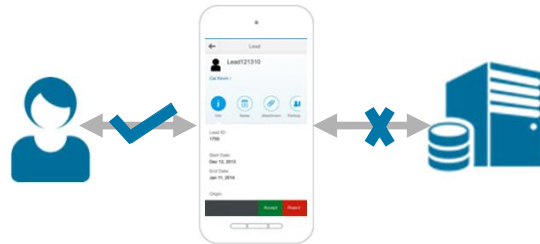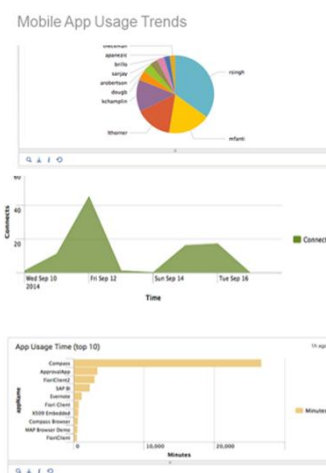
Even if connection to backend is lost, user stays connected

9

Rich Analytics for Connected Mobile Apps… At Scale

With Atlas

Without Atlas

Uncategorized web traffic makes app data unknown

Mobile App Usage Trends

App Usage Time (top 10)

10

Atlas Platform: Mobile Application Protection (MAP) Policies

| User Identity & Usage Policy	Preventing User Caused Data Leakage	Controlling Application Scope	Preventing Data Loss & Corruption	Encryption At Rest & In Transit
User Authentication	Secure Cut, Copy & Paste	App Expiration	Jailbreak/Rooting Detection	Data-At-Rest Encryption
User Agreement	E-Mail Enforcement	Smart Firewall	Data Wipe	Per App VPN

11 June 2015   Customer Presentation - Proprietary and Confidential   11

Seamless Security for Connected Mobile Apps

- Secure Certificate Enrollment and Management
- Two Factor Network and Application Authentication… and SSO
- Native Integration With Enterprise Identity
- IP Sec-Based Access to Back End Systems
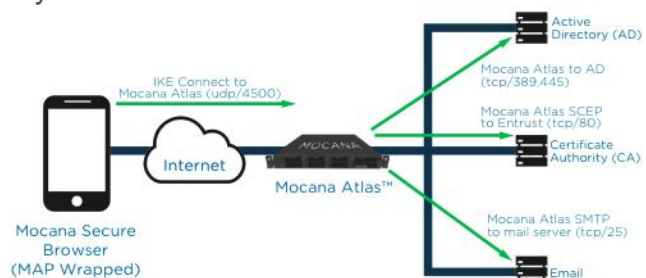
12

Atlas Platform Case Study

- Mobilized 60+ apps, primarily on iOS devices, in support of LOB GMs
  - Adopting SAP Fiori UX mobile apps for mobilizing SAP & other backends
- 2 Atlas Appliances deployed in the DMZ
  - Tens of reverse proxies pulled back from the network edge as a result
- In production since July 2014
- 6000+ users went live at the end of October 2014
  - Growing to 10,000 users this month & 37,000 users by mid 2015
- Initial focus is on B-to-E connected mobile apps
  - Extended Enterprise use cases will be rolled out over the first 3 quarters of 2015
- Atlas powers successful migration from Blackberry to iOS devices, and business benefits
- Atlas platform interoperates with SAP Mobile Secure for device-level EMM functionality

13

FORRESTER® Quantified Economic Benefits of Mocana

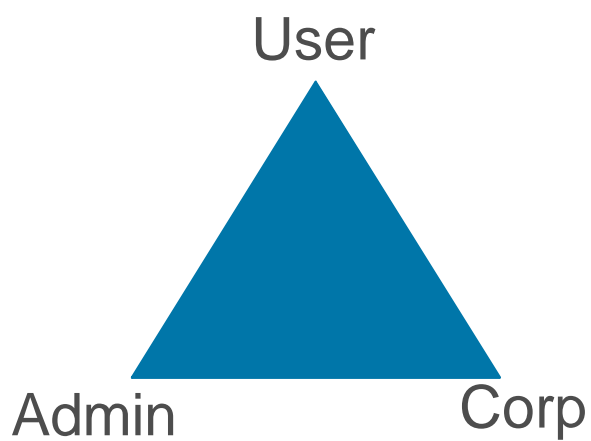| User Productivity Improvements	Penetration Test Cost Savings	Improved Apps TTM
> $1M Per Year	> $150K Per Year	> $250K Per Year
4000 Information Workers 1500 Power Users	Pen Test 1 App All Apps Inherit Same High Security Model	Reduce Development Time Apps Generate Revenue Quicker

3 Year Return

NPV of Total Benefits : **> $4.4M, 335% ROI, within 2 Month Payback Period**

Corporate presentation 14

Summarizing……….

User

Admin   Corp

15