

The background features a dynamic, abstract graphic of overlapping, multi-colored lines (blue, green, red, orange) that converge and diverge, suggesting a network or data flow. The lines are set against a backdrop of a blue sky with white clouds and a faint grid pattern, possibly representing a globe or a digital landscape.

# Pulse

IBM SolutionsConnect 2013

# Crafting an Adaptive Mobile Security & Management Posture

*Delivering Confidence*

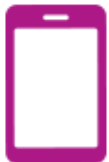
06/12/2013



# Enterprises Need Confidence to Put Mobile First

84%

of consumers use the same smartphone for work and personal use.



The amount of mobile malware increased

4X

between 2010 and 2011<sup>1</sup>.



IBM dubbed 2011

“Year of the Security Breach.”



60%

of consumers use the same password for work and personal use.



## RECENT MOBILE DEVICE BREACHES

EMPLOYEES BELIEVE THAT NOBODY ATTACKS MOBILE PHONES. IN REALITY, SMARTPHONES ARE EASY TARGETS FOR HACKERS.



51%

of organizations have had data loss due to insecure devices<sup>1</sup>



59%

of organizations experienced an increase in malware infection due to insecure mobile devices<sup>2</sup>



174 Million

records were stolen in 855 data breaches<sup>2</sup>

COST OF  
\$194  
PER RECORD<sup>1</sup>



Average cost of a breach is  
\$5.5M<sup>1</sup>

# A Frame of Reference to Structure Your Strategy

## IBM Mobile Security and Management Framework



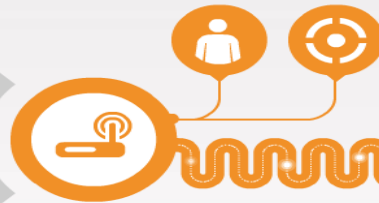
### Device Management

Security for endpoint device and data



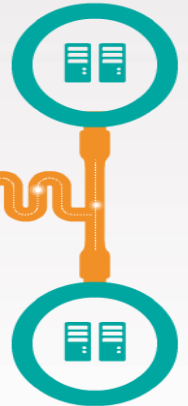
### Network, Data, and Access Security

Achieve visibility and adaptive security policies



### Application Layer Security

Develop and test applications



# Operational Priorities in Evolving to a Mobile Enterprise

Targeted Mobile Solutions

Potential for productivity gains and enhancing employee and organization responsiveness motivating organizations to transform high value processes (i.e. Mobile Payments, Health Monitoring etc)

Enterprise Mobile Apps

Mobile as the preferred channel to reach employees and partners encouraging proliferation of mobile business apps

Mobile Collaboration

Dynamic work tasks and context-specific interactions promote the use of mobile devices for content collaboration (i.e. messaging, file sharing, etc)

Basic Mobile Access  
(Email Calendar Contacts Browser)

Employees demanding greater mobile access to core productivity tools

Management of New Mobile Devices

Organizations facing an ever increasing influx of consumer mobile devices on the corporate network require visibility over those devices

# Mobile Security Maturity Model

	Mobile Security Intelligence Risk Assessments, New Threat Detection, Active Monitoring			
Optimized	Integrated management of multiple devices  Device Security policy management	Prevent loss or leakage of sensitive information  Risk / Context based Access  Threat Detection on inbound network traffic	Context / Risk based document collaboration / creating / viewing  Enforce restrictions on copy/paste	Multi-factor context aware access and offline access  Granular security policy definition and enforcement  Enable data sharing based on policy
Proficient	Endpoint Protection with Anti-malware  White/black list apps  Detection of Jailbreak/rooted devices	Prevent copy and paste of email, calendar, contacts and intranet data  Application level VPN	Secure document creation and viewing  Document Collaboration with secure file sync / collaboration	App Management – provisioning/updates/disabling  Separation of corporate apps from personal apps  Application validation
Basic	Update management Device lock / Device wipe  Device Registration	Segregated secure access corporate email, calendar, contacts and browser  User /device authentication and single sign-on	Connectivity to social networks  Secure instant messaging	Enforcing encryption of data within an app  App Vulnerability Testing and Certification
	BYOD	Data Separation	Mobile Collaboration	Mobile App. Security

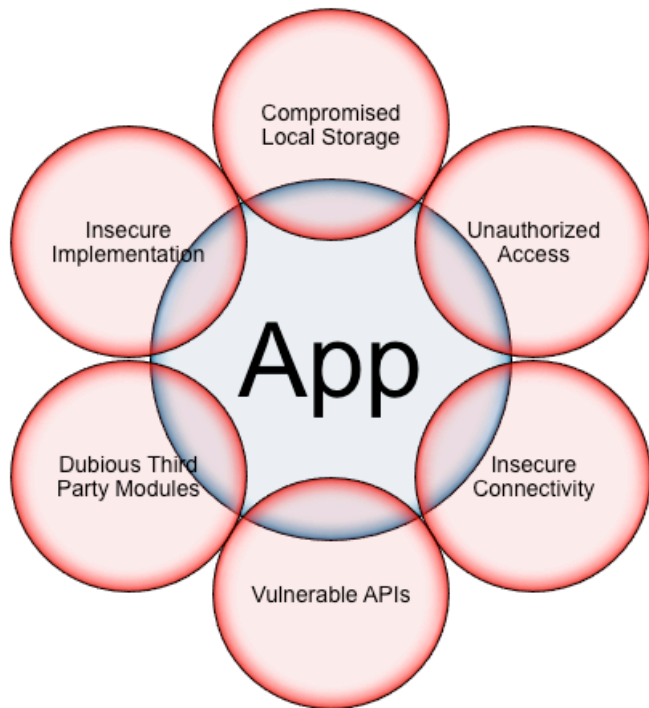
## What if context determined capabilities automatically & securely?



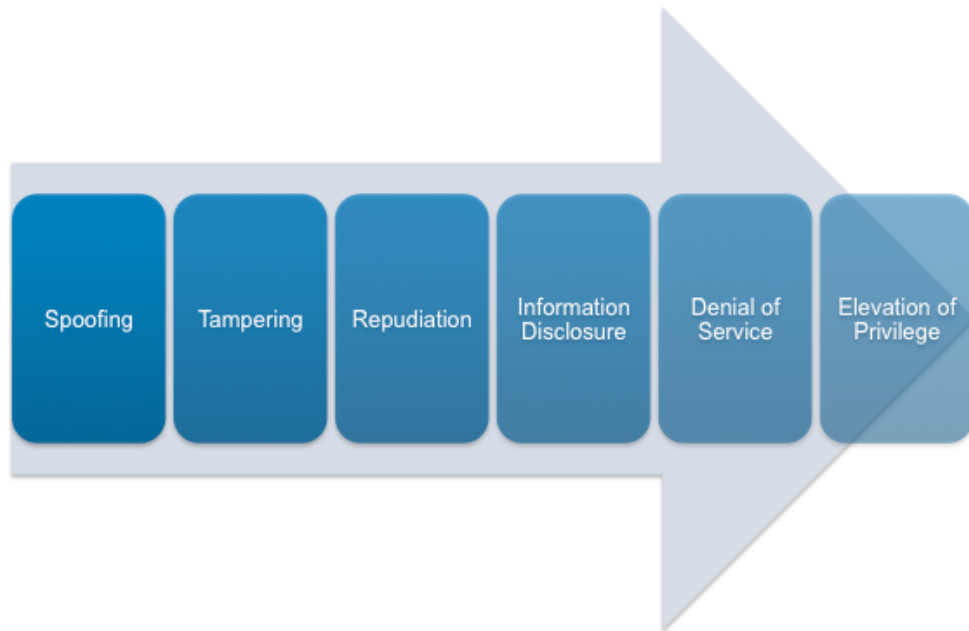
- Context
  - On-site inside emergency room
  - On the hospital network
  - Authorized doctor on shift
- Function: All app features
- Data: Full data access and storage
- Security: Single-factor authentication

- Context
  - At coffee shop
  - On an unsecured network
  - Authorized doctor on call
- Function: Designated features only
- Data: Specific encrypted data
- Security: Multi-factor authentication

# Need to Defend the Mobile App

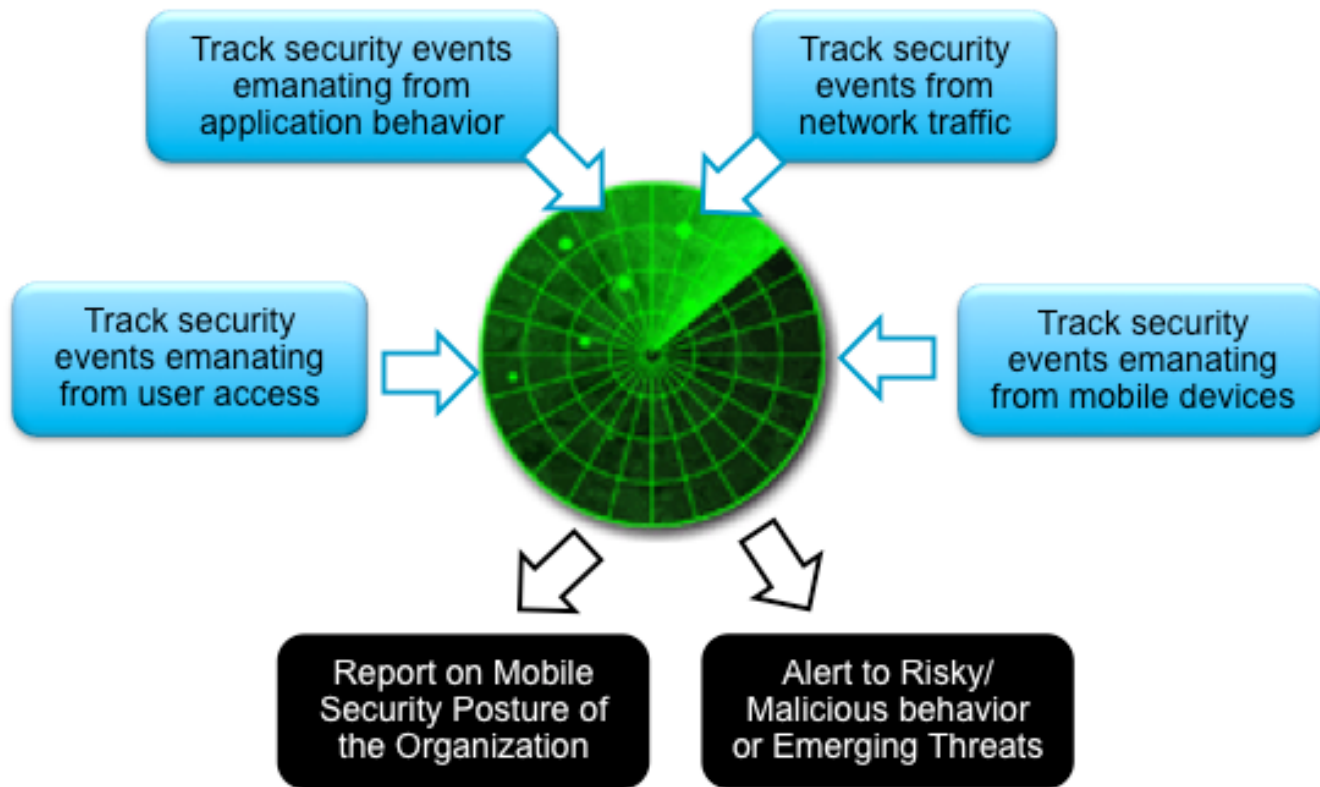


App Threat Surface Area



App Attack Approaches

# Mobile Security Intelligence





# IBM Solutions

# IBM MobileFirst Offering Portfolio



Consulting & Design Services

## Industry Solutions



Banking



Insurance



Retail



Transport



Telecom



Government



Healthcare



Automotive

## IBM and Partner Applications



## Application Platform



Management



Security



Analytics

Devices

Servers

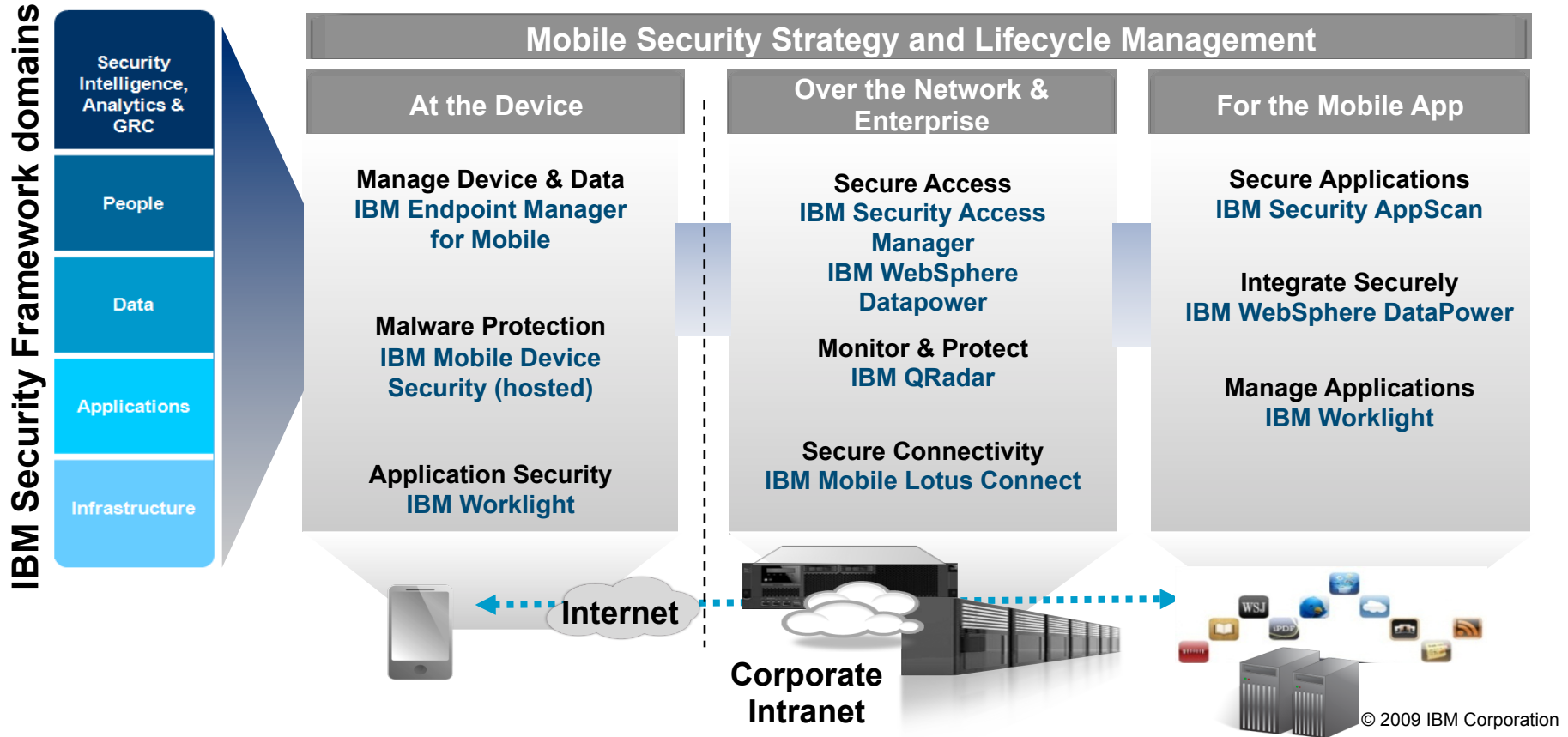


## Cloud & Managed Services



Integration Services

# IBM MobileFirst offerings to secure the enterprise



*A Mobile First organization needs...*

Prioritized security and privacy throughout the mobile app lifecycle to protect sensitive business systems

*IBM Security AppScan 8.7*

**What's New**

- **Accelerates the use of iOS** in an Enterprise setting
- **Native security scanning of iOS applications** built in Objective C, Java or JavaScript
- **Facilitates a "secure by design" process** in the software development lifecycle for mobile applications
- Addresses requirements for **usage in the US Federal Government**



## A **Mobile First** organization needs...

### Real-time visibility and control over all mobile devices *IBM Endpoint Manager for Mobile Devices*

#### What's New

- **FIPS 140-2 Certified Encryption Module**
  - Meet US Government standards for data protection
- **Automated Compliance-based Email Access**
  - Automatically grant or deny email access based on device compliance.
- **IBM Lotus Notes Traveler Security Policy Integration**
  - Ease security administration by setting and reporting Lotus Traveler security policies through the Endpoint Manager console
- **Expanded BYOD Platform Support**
  - BlackBerry 10, Microsoft Windows Phone 8, Windows RT, Apple iOS 6.1



## A **Mobile First** organization needs...

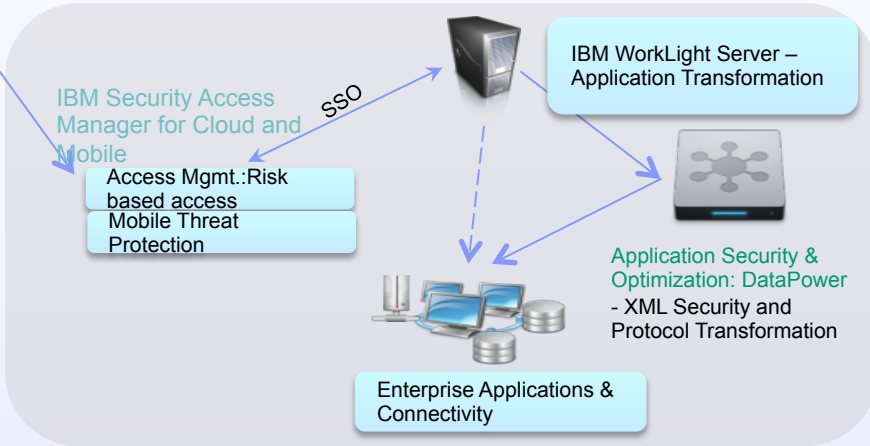
# Increase accuracy of identifying mobile access security risks

## IBM Security Access Manager for Cloud and Mobile

Mobile Application  
(developed using Worklight Studio)



User Credentials



Mobile Security

### Key Capabilities

## Increase accuracy of identifying mobile access security risks

- Dynamically assess the security risk of an access request
- Quickly enforce Risk-Based Access
- Ensuring users and devices are authenticated and authorized
- Flexibility and strength in authentication: user id/password, OTP, biometrics, certificate, custom
- Protect applications from known security threats by analyzing HTTP traffic

# Customer Case Studies

# European Bank delivers secure mobile Internet banking



## Background

Major European Bank needed to reduce operational complexity and cost with a single, scalable infrastructure to secure access to various back-end services from multiple mobile apps. A customized authentication mechanism empowered the bank to guarantee the security of its customers while safeguarding the trust relationship with a safe app platform that encrypts local data and delivers app updates immediately.

## Customer Needs

- Extend secure access to banking apps to mobile customers
- Enhance productivity of employees to perform secure banking transactions via mobile devices
- Support for iOS, Android, and Windows Mobile

## Benefits

- Authenticates requests made via HTTPS from hybrid mobile apps running on WorkLight platform to back-end services
- A custom certificates-based authentication mechanism implemented to secure back-end banking application



# A health insurance provider offers secure mobile access



## Challenges

- Differentiate from competitors by offering customers greater access by supporting mobility
- Reduce overhead of paper-based claims processing and call-center volume

## Solution

- Requests made via HTTPS to multiple back-end services from native device applications protected by IBM Security Access Manager
- Authentication enforced with both Basic Authentication and a custom implementation through Access Manager's External Authentication Interface

## Benefits

- Simultaneously build trust and improve user experience with secure membership management and claims processing
- Improve customer satisfaction and responsiveness through secure mobile solutions

# Public utility adds mobile devices without adding infrastructure



## Company Overview

Serving 4.5 million customers in the southwestern region of the United States, this electric company of 25,000 employees is a leader in clean energy while exceeding reliability standards and keeping consumer costs below average. They are experiencing a migration from traditional endpoints to mobile devices.

## Customer Needs

- Support 20,000+ mobile devices
- Corporate and employee-owned, many platforms and OS versions
- High availability for certain devices used in the field
- Adherence to internal security policies, external regulations

## Benefits

- Scalability to 250,000 endpoints provides room to grow without adding infrastructure
- Added mobile devices to existing IEM deployment in days
- Ability to integrate with Maximo, Remedy
- Responsiveness and agility of product and product team

# Global automotive company secures mobile access



## Challenges

- Automobile customers require secure, personalized access to vehicle information services on their mobile devices
- Required secure access to radio, internet and social network services from the automobile

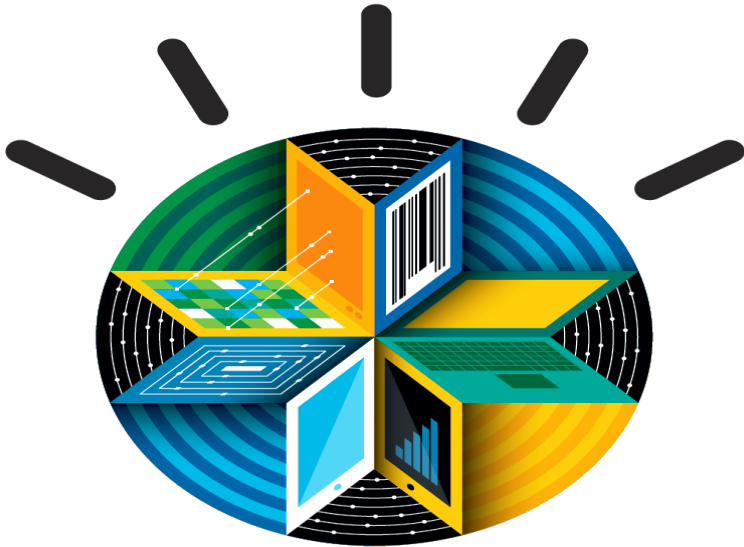
## Solution

- IBM Security Access Manager and IBM Federated Identity Manager along with IBM DataPower
- Seamless authentication and authorization to back-end automotive business services

## Benefits

- Simplified single sign-on for trusted third party service providers
- Scale to hundreds of thousands of devices and users
- Improved customer satisfaction

## Get started with IBM



- Learn more at:  
[www.ibm.com/mobilefirst](http://www.ibm.com/mobilefirst)
  - Access white papers and webcasts
  - Get product and services information
- Talk with your IBM representative or IBM Business Partner to find the right next step for you