B.Y.O.D
Bring Your Own Device

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BYOD - Statistics

60m tablets to be shipped in 2011
275m tablets to be shipped in 2015
Apple’s market share to drop to 44% in 2015

Shipments to reach 1 billion by 2015
To account for >50% of mobile phones shipped
Windows to be second behind Android
B.Y.O.D – Collision Of Two Worlds

Corporate World

- Highly Secure
- High visibility
- Corporate Access
- Antivirus Protection

Personal Devices

- Open Networks
- Low Visibility
- Limited Anti-virus
- Personal Emails
BYOD Opportunities and Challenges

Opportunities

- Mobility
- Productivity
- Responsiveness
- Reduced Cost

Challenges

- Lack of Visibility
- Security
- Performance
- IT Overhead
Top 10 Questions you need to ask your IT Staff about BYOD

1. What is the BYOD policy and strategy?
2. Does the BYOD policy support all devices?
3. What is the enrollment process for a BYOD?
4. Does our system allow for over the air programming?
5. What is our help desk policy? Self-service options?
Top 10 Questions you need to ask your IT Staff about BYOD

6. What information do we collect from an employee’s BYOD?

7. Is corporate and personal data segregated?

8. Will BYOD’s software and usage be monitored?

9. Will we manage the data usage?

10. How will our BYOD policy impact ROI?
Traditional Wired Network

Well-Defined Network Edge, Straightforward to Manage and Secure
Wireless Changes Everything

Network Edge Blurred, New Attack Vectors “Behind the Firewall”
Wireless Breaches Cost Millions

- Tens of millions of credit & debit card numbers have been stolen
- Average cost of a data breach is $300 per compromised record (per Gartner)
- Average breach cost is $6.6m (Network World)
- Average customer turnover after a breach is 3.6%

Attacks Are No Longer Innocent Attempts to Gain Notoriety – Organized Crime Uses Wireless Hacking to Steal Money
## The Reliability Issue

### Technology Problems
- Connectivity can be impacted by many outside factors
- Much wider variety of client settings than wired networks
- Problems are transient – like the devices
- RF is new technology for network engineers

### Business / Organizational Problems
- Wireless is the #1 culprit – blamed for everything
- Too many support calls are escalated to wireless networking team
- Tools unavailable at remote sites where issues are present
- Site visits are very expensive

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The diagram illustrates the various aspects of wireless reliability issues:
- **Roaming Issues**
- **Connectivity Problems**
- **Coverage & Capacity**
- **Noise & Interference**

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Top 10 Questions you need to ask your IT Staff about your WLAN

1. What are the business goals prompting the change to wireless.

2. What is the age of your current wireless infrastructure.

3. Have you implemented a BYOD strategy and policy.

4. What applications do you intend to support?

5. What devices do you intend to support?
Top 10 Questions you need to ask your IT Staff about your WLAN

6. Do you intend to support voice and video?

7. What is the capacity of your wired network switches?

8. Will the WLAN be centrally managed?

9. Are you concerned about network security?

10. Do you intend to allow “non-employees” WLAN access?
Conclusions

Information Protection
- Protected against an Internal threat
- Protected against an External threat

BYOD Policy
- Clearly address BYOD level of access to information and applications
- Determine audit capabilities and enforcement

Wireless security is paramount
- Cost of a data breach can be $200-$300 per record
- Several recent data breaches have happened over wireless

Centralized wireless monitoring needed
- Rogue wireless access and wireless attacks on the rise
- Significant OPEX in resolving WLAN connectivity/performance problems
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