



# Converged Network, VoIP and Security management solution for Enterprises and Service Providers

UBIqube @Cisco Expo Greece  
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# UBIqube ?

Founded in 2000, UBIqube is a global integrated network and security management solution vendor.

## UBIqube Enterprise Solution Suite

helps organizations streamline their network and security lifecycle management. UBIqube's innovative **SmartSOC** appliance reduces complexity, operational cost, and ultimately improve security.

## UBIqube Service Provider Solution Suite

A Service Provider NOC/SOC empowered with UBIqube **MSActivator** is set to cost effectively address the Converged Managed Services market opportunity.

The inherent flexibility of the MSActivator allows for innovative business models and routes to market.





## Partnering with Cisco and UBIqube

UBIqube solutions are Cisco CTDP Certified and approved for ISPN. They enable partner status like MSCP and entitle SP organisation with additional discount.

You benefit from a deep integration of Cisco Solutions in the Service Delivery Platform.

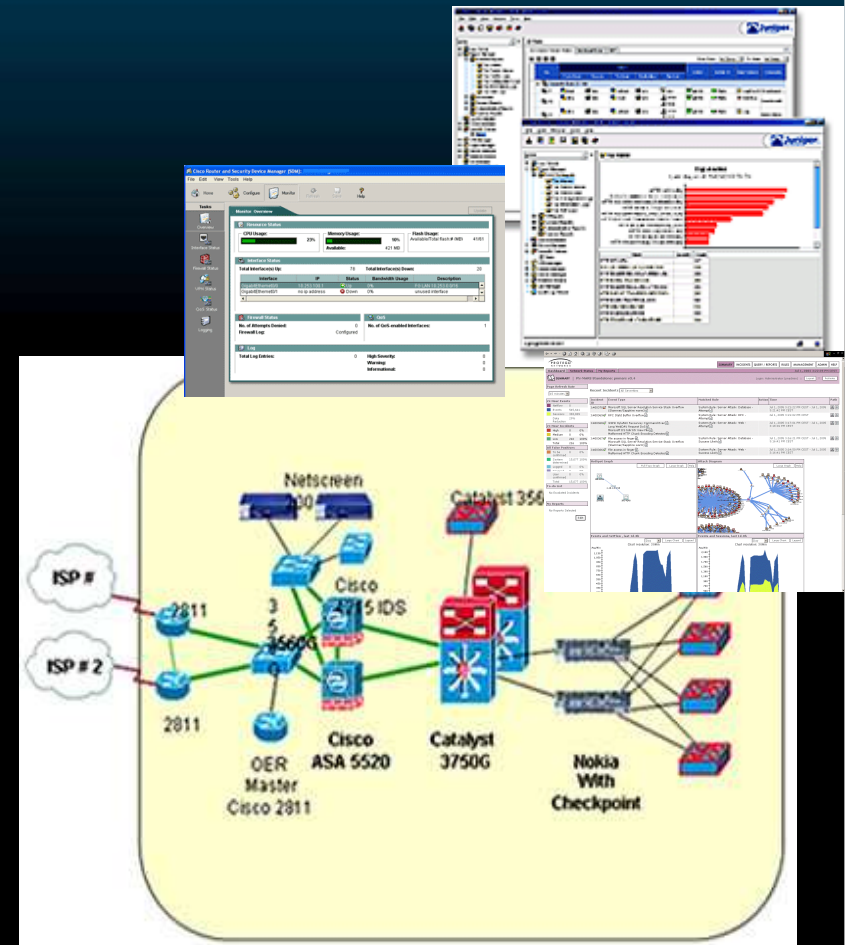
Benefit from a Sales & Marketing support for your Managed Services solution :

- Creation of incentives
- Common marcom funds, white paper creation
- Analyst briefing
- Promotion to Cisco Large Account Managers
- Extend your offer to Managed VoIP



# IT network/security management challenges

- Multiple solutions from various vendors
- Complex configurations
- Multiple licenses (Anti Virus, Anti Spam, etc.)
- Loads of security events
- Many different management and monitoring tools
- Ever increasing Compliance requirements



**Managing IT security requires the right tooling and expertise**



## Market trends: Convergence

**The convergence of voice, video, and data networks** is gaining momentum.

Organizations take advantage of VoIP, converging networks for cost reduction or the advantages of integrated services but focus more on issues of voice quality and interoperability than on the **security risks** that arise as technologies converge.

Converged service network, voice security needs to be treated as data security.

Converging enterprise requires access to critical network and security data by both network and security operations teams.

**Co-dependant systems relying on the same delivery network create opportunities for finger-pointing during outages or negative impact system events**



## Market trends: NG tooling

The network has become the “electricity” of an organization and therefore needs to be available and performing well at all times.

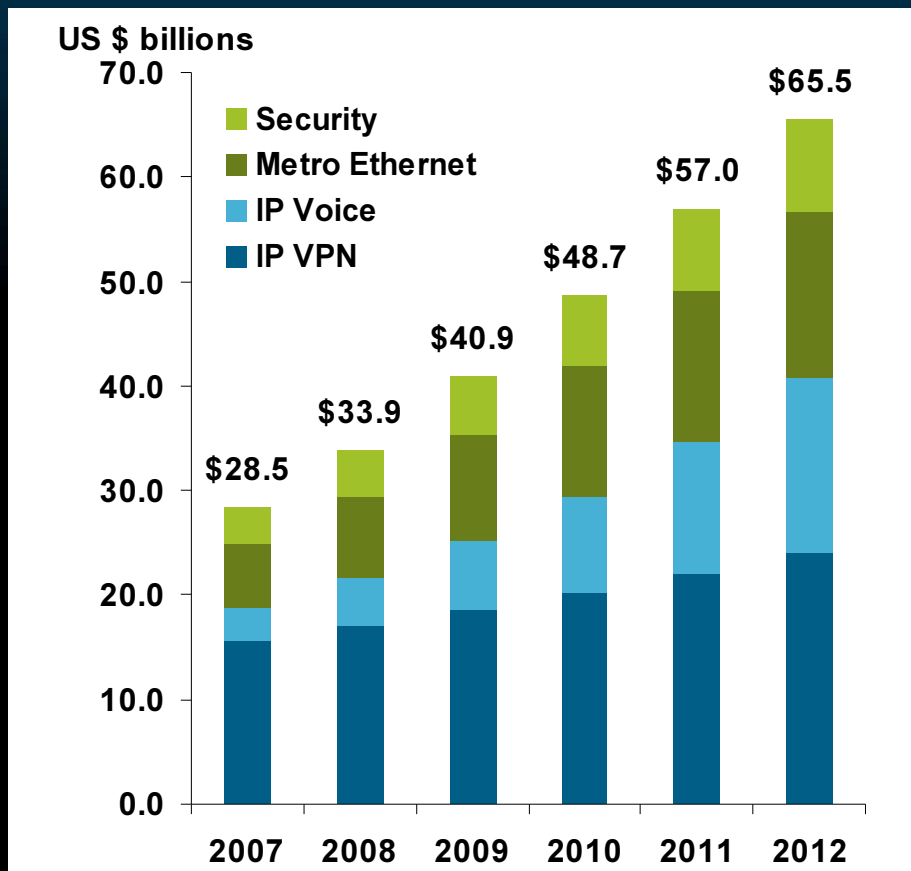
Complexity, cost reductions, and increasing pressure to **manage the network as part of a service** are all drivers that force clients to re-evaluate their current network management solutions and internal organization.

Industry leaders have typically found it difficult to move from traditional to service oriented network management creating opportunities and challenges for Managed, Outsourced and Shared Services.

**NETWORK MANAGEMENT TOOLS NEED TO BE RENOVATED AND INNOVATED**



# Managed Services Market WW



Source: Ovum 2008

- 18% growth/year
- Managed IP voice grows faster but still in infancy
- IP VPN service mature
- Metro E and Security have above average growth
- Managed Services is one of the few bright stars in the current economic environment

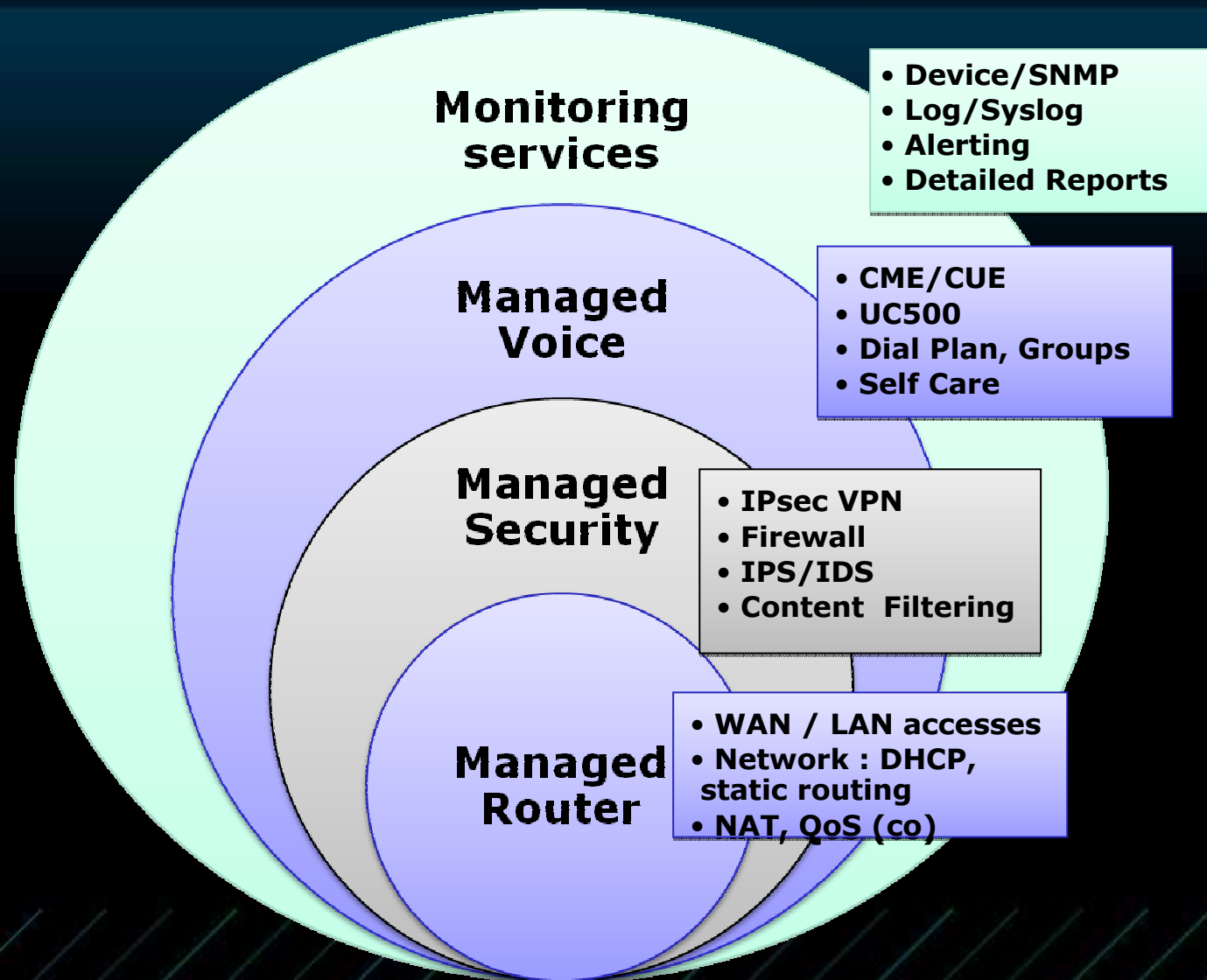




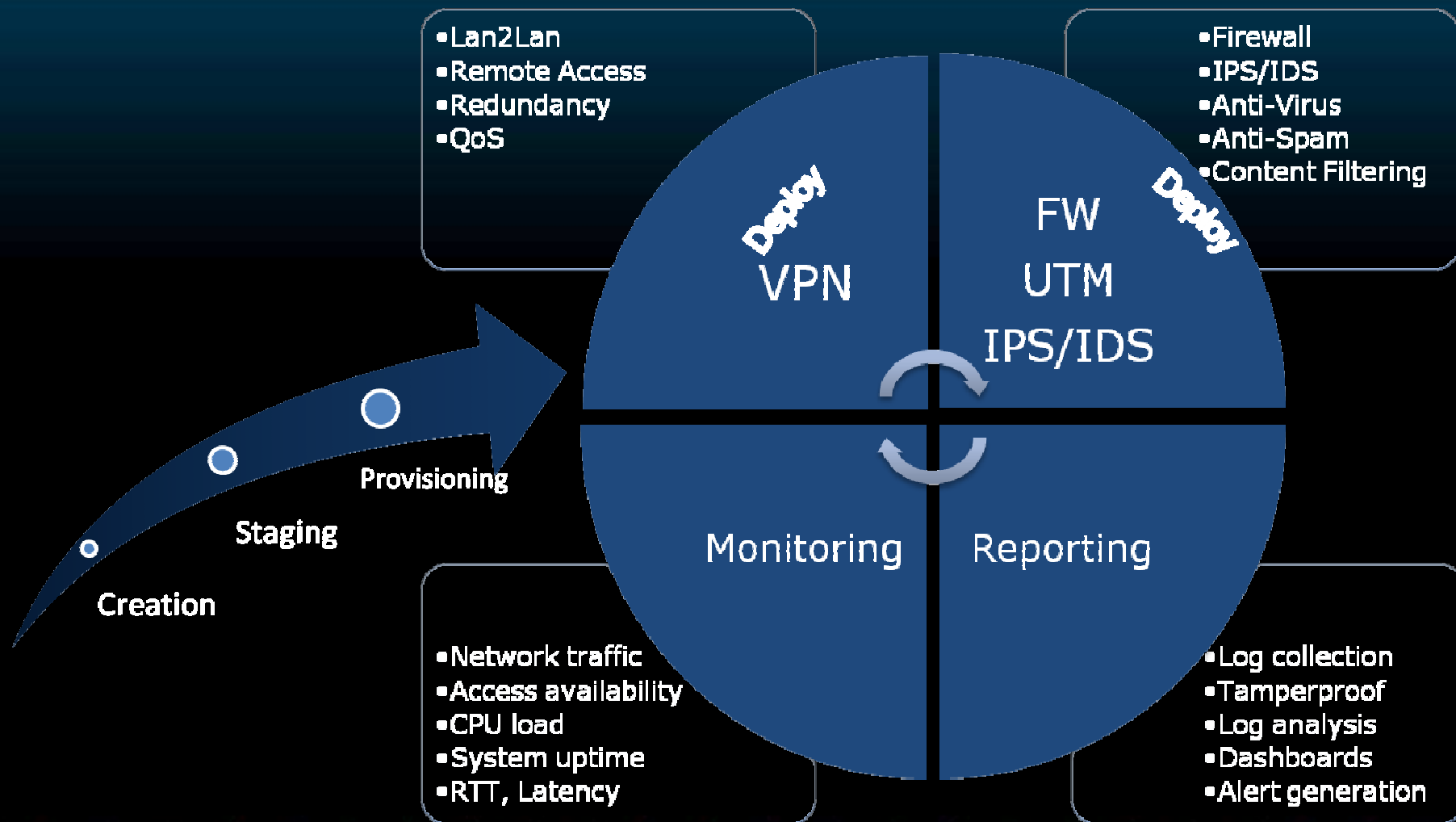
# UBIqube Key Differentiators

- Technological and conceptual lead
- Agnostic (Multivendor)
- Scaleable
  - Availability
  - Carrier Class, RBAC
- Simplicity
  - Automation, Consistency and Coherence
  - Profile based approach (predefined profiles for VPN, FW, IPS..)
- Convergence
  - Unified Solution
  - Network+Security+VoIP
  - Innovate in all 5 FCAPS elements
- Lifecycle Management
- ITIL Compliant CMDB

# Differentiator : Convergence



# Full Lifecycle Management





# UBIqube portfolio

- The UBIqube Managed Network and Security Services platform includes :
  - Managed VPN (IPsec, RA)
  - Managed Firewall
  - Managed Intrusion Detection / Prevention
  - Managed Anti-virus / Anti-spam
  - Managed URL filtering
  - Managed VoIP
  - 24x7 monitoring, alerting and reporting
  - Asset management (router, firewall, UTM, etc.)
  - Tamperproof log archiving
  - Web Dashboard
  - Certificate Management

Early  
Warning of  
threat  
identification  
and detection

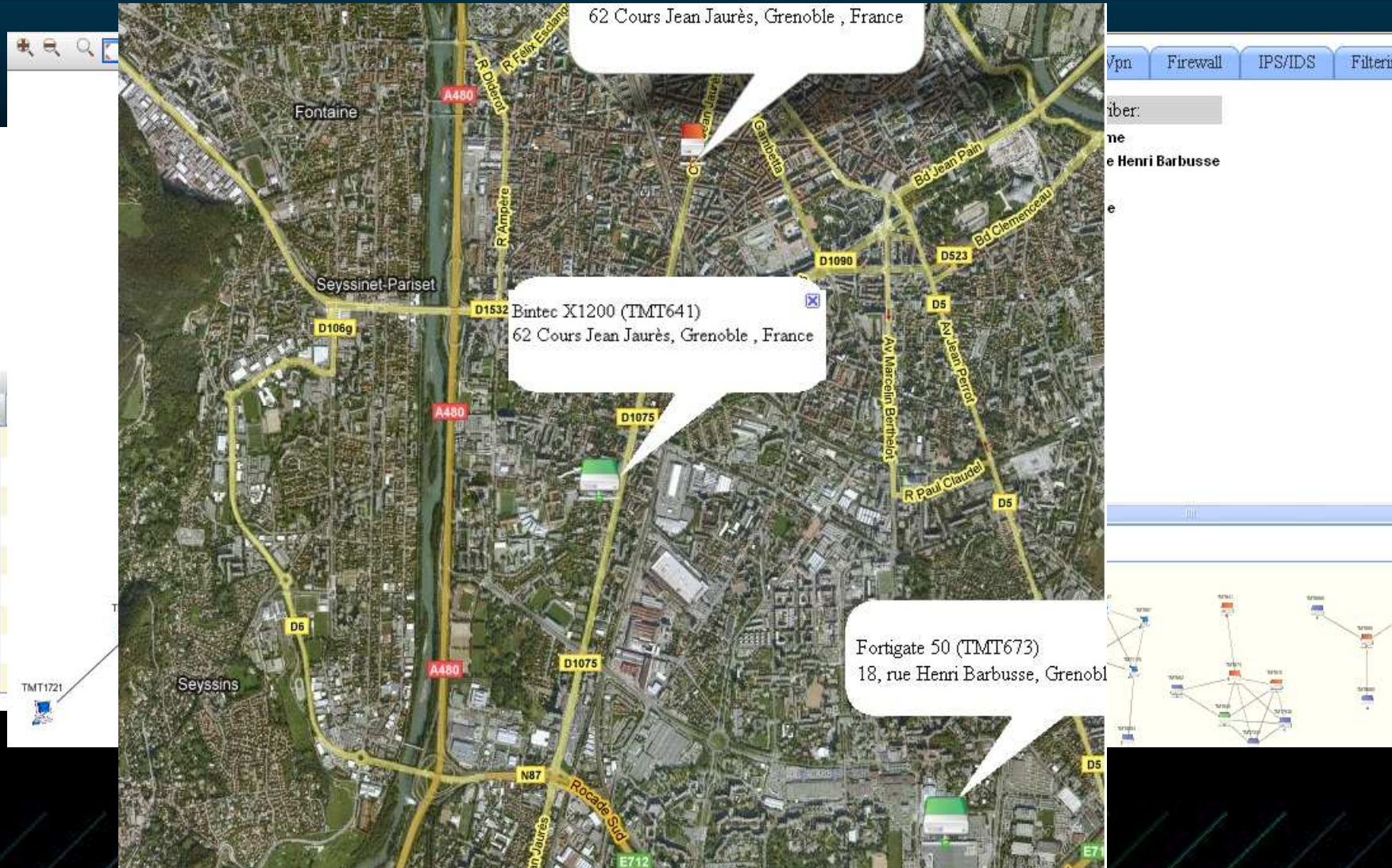
Log  
monitoring  
services

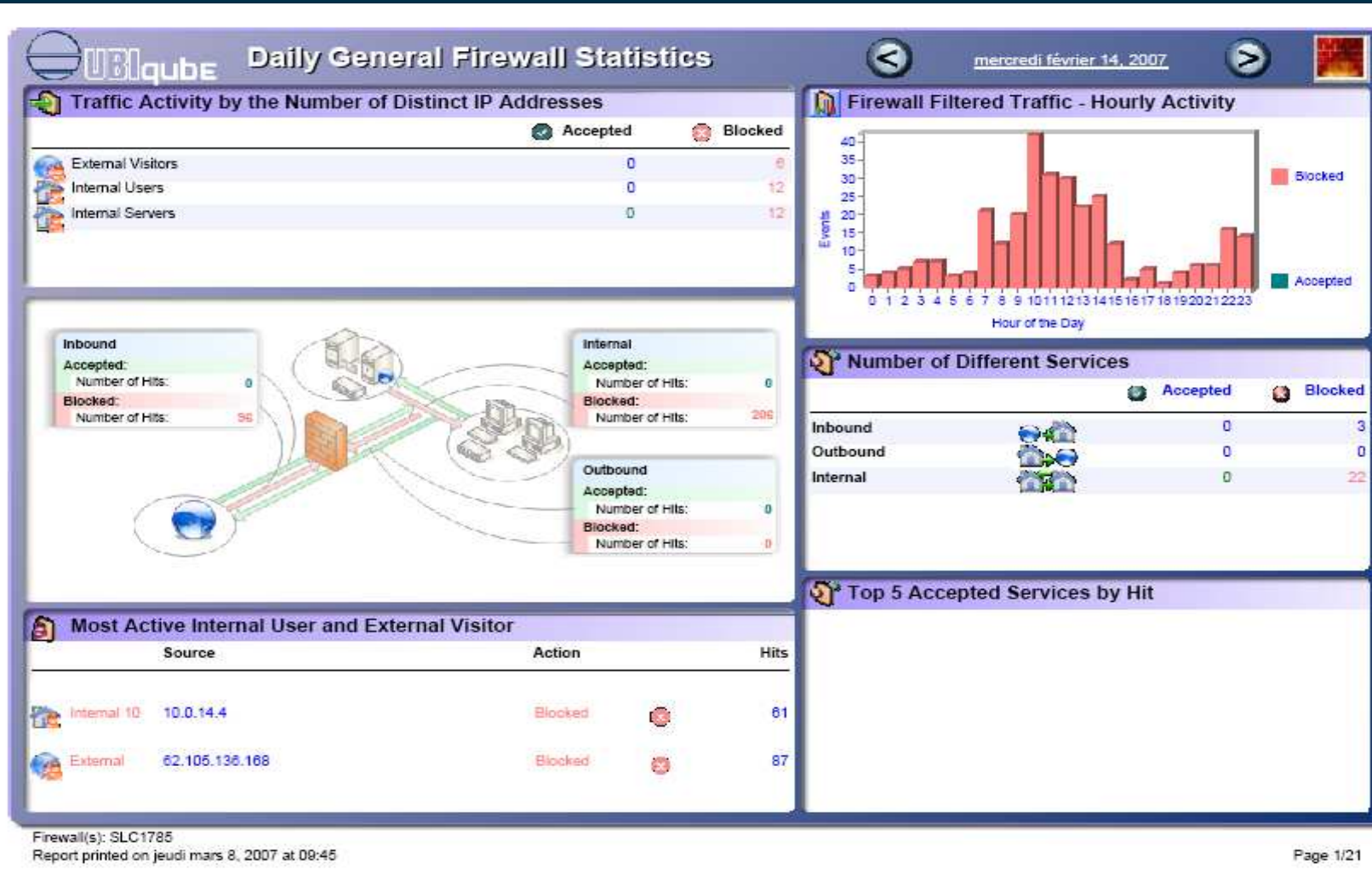


Incident  
management,  
Security  
patching

Proactive  
continuous  
(24x7) security  
monitoring











# Conclusion

UBIqube provides a service oriented converged solution set to dramatically ease WAN Security management.

This can be realised either through outsourcing via Managed Security Services, or in-sourced using the state-of-the-art SmartSOC Appliance.

Either way your benefits will include reduced TCO, and improved Security for your multi-vendor WAN security infrastructure.

# Questions ?

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