



**Implementing and securing a resilient  
network services infrastructure**



# Welcome & Introduction

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# Why are we here today?

- Hopefully to learn a little bit...
  - ... about the importance of core network services
  - ... how to detect and prevent threats once people have connected to the network
- ... and of course, sample some fine wines!

# Who are we?

MANAGEMENT

IP Address  
Management

Many years of experience  
deploying core network  
services across all verticals

The only dedicated specialists  
in this field

CORE  
NETWORK  
SERVICES

We can provide a complete  
“wrap-around” service:

CONNECTIVITY

Wireless  
Infrastructure

SECURITY

Network  
Access Control

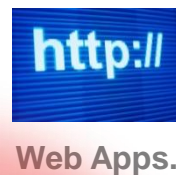
Professional Services  
Training  
Support

# Some techie-speak... Sorry!

- What do we mean by core network services?
- DNS – Domain Name System
  - What every system uses to convert a name into an IP address
- DHCP – Dynamic Host Configuration Protocol
  - How your PC/laptop/tablet gets its IP address automatically
- IPAM – IP Address Management
  - Managing IP address allocations/assignments, and optimally integrating DNS & DHCP

# Why is DNS-DHCP-IPAM so critical?

## Network & Applications



Ne  
DNS-

DNS-DHCP-  
IPAM  
Unavailability



NO ACCESS  
For clients

ces  
IPAM



## Clients

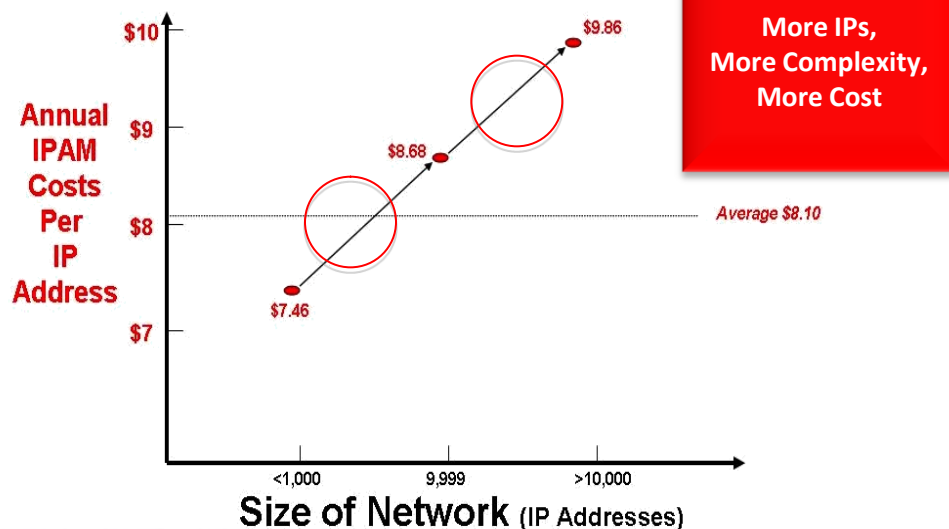


# Customer Challenges Around DDI

- Ensuring continuity of DNS and DHCP service delivery
- Managing heterogeneous DNS-DHCP services
- Eliminate network outages due to inconsistencies within IP plans, DNS and DHCP services
- Control and streamline resource qualification and consumption
- Mapping delegation and control
- Control the divergence between network theory and reality
- Simplifying updates, upgrades, backup and disaster recovery

**50% of 1,000+  
employee companies  
faced network  
outages due to DNS  
or DHCP**

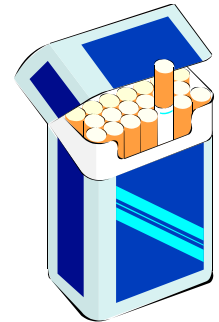
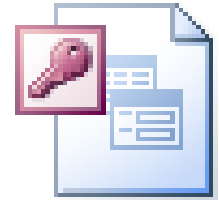
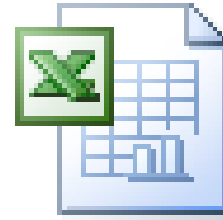
ESG, February 2009





# What IPAM solution are you using today?

- Excel spreadsheet(s)
- Open source
- In-house custom system
- Feature of another product
- Commercial solution



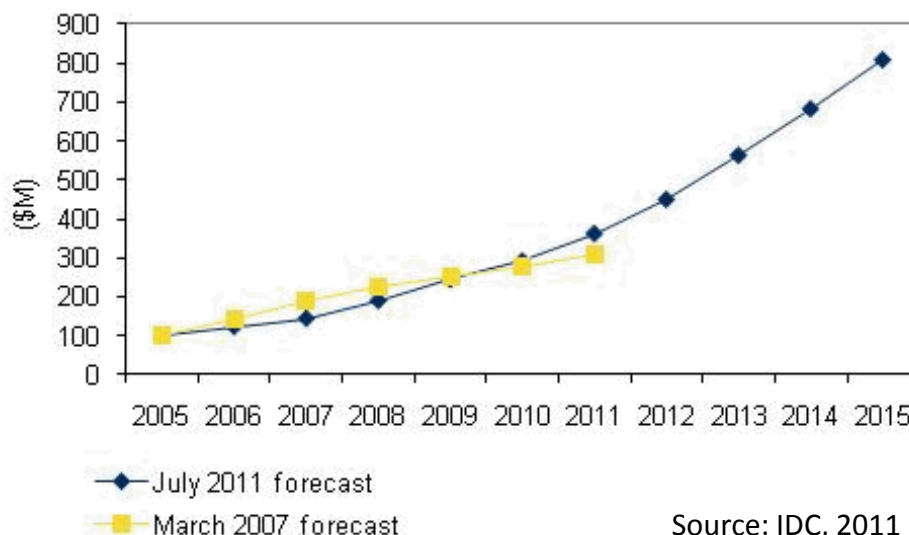


# The DDI market is growing

- Gartner coined the term DDI for their first MarketScope report in 2009
- Both Gartner and IDC predict annual growth > 20% per annum

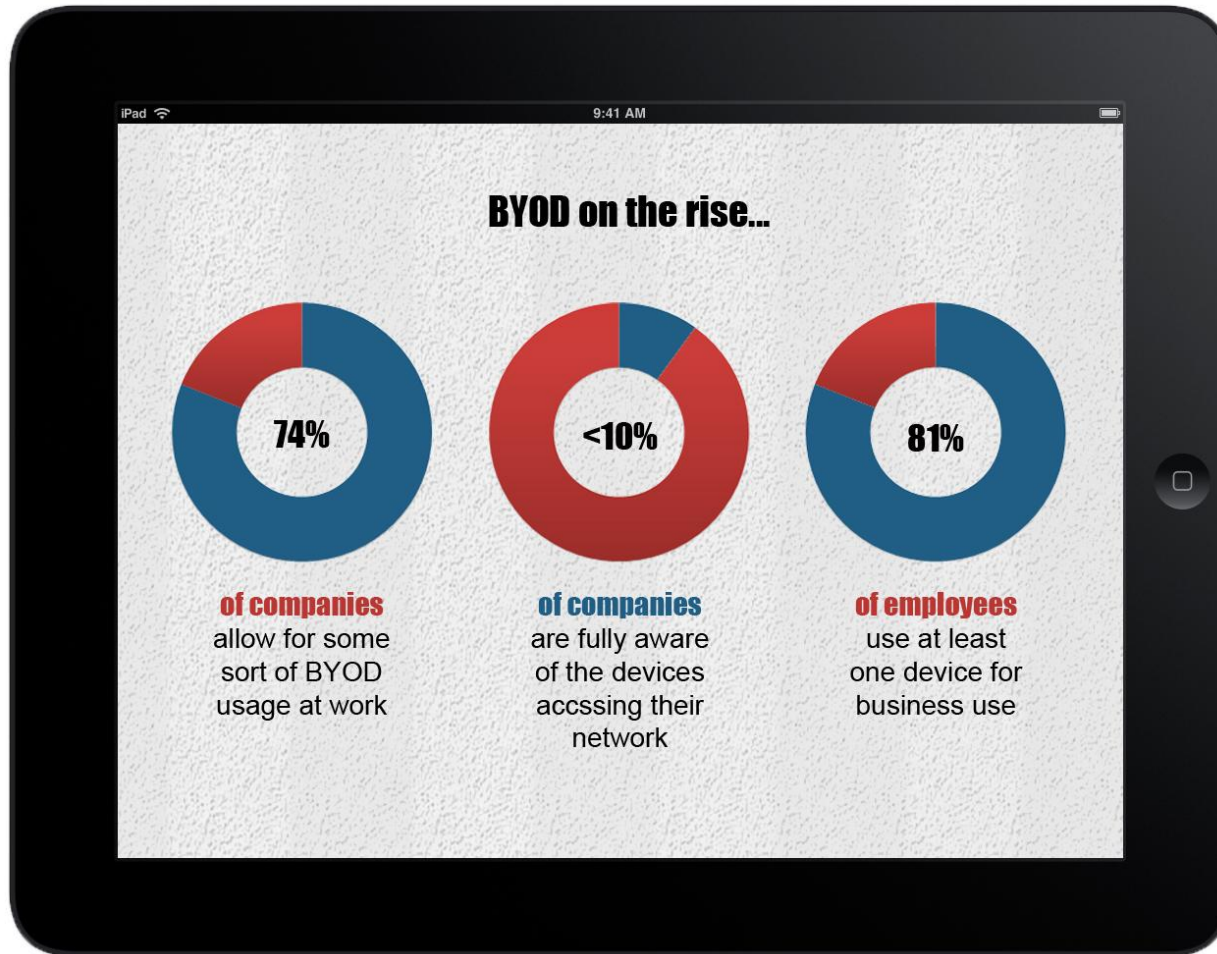
*“75% of enterprises still using manual IPAM methods (spreadsheets etc.)”*  
- Gartner

*“40% of enterprises cite improving DNS/DHCP stability as the main reason for purchasing a DDI solution”*  
- Gartner



Source: IDC, 2011

# BYOD is on the rise...



Source: Forbes Online

# ...and is unstoppable

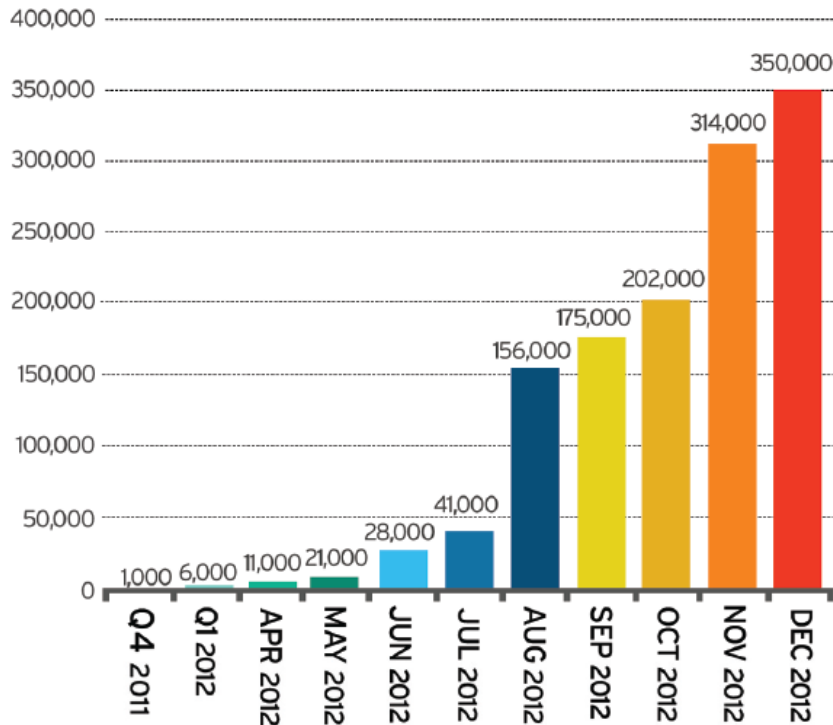
Gartner predicts by 2017, half of employers will require employees to supply their own device for work purposes

- Gartner Press Release, 1<sup>st</sup> May 2013



# Mobile malware is a serious threat

Growth of Android Malware



“In 2012, Trend Micro detected 350,000 threats for Android, with a growth ratio of 14:3 for Android versus PC. In context, it took Android just three years to achieve the PC volume of malware threats within 14 years. By the end of 2013, the volume of Android malware could reach as high as the 1 million mark.”

Source: TrendLabs 2012 Annual Security Roundup. Evolved Threats in a “Post-PC” World

# Multiple issues to consider

- How do you find out who is on your network?
- What about malware and vulnerabilities?
- How do you secure corporate and guest wireless access?
  - The introduction of 802.11ac (gigabit wi-fi) could see the end of flood-wiring
- How do you prevent hijacking of RJ45 ethernet ports (e.g. printers)?
  - Secure networks (e.g. Lab or data centre)



# Two products showcased today

- DNS, DHCP, IP Address Management:



- Agentless Network Access Control:



# Thank you

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