



>THIS IS THE WAY

TO SECURE ENTERPRISE NETWORKS

>THIS IS NORTEL™

Nortel Layered Defense



Partners

Nortel's Layered Defense approach is bolstered by leveraging open solutions that utilize security capabilities and products from best-in-class security technologies to allow extended solutions through partnerships. Nortel leverages our branded Developer Program to initiate and foster relationships with market-leading companies who develop and deliver security applications and products that complement Nortel security solutions. Nortel refers to this as our Security Ecosystem which is made up of the following leading companies:



Security Solutions

We secure communications, information and applications anywhere, anytime

Nortel solutions can be trusted to secure critical business information, applications and processes through a systemic view of security that ensures all aspects of your environment are secured. In order for networks to be fully secured, a network security program must encompass the people using the network, the processes that govern network use and the technology used to enforce security. The technology must be multi-layer, end-to-end. Nortel delivers on this mission through:

- > **Layered Defense approach to security** which adapts to protect against future threats and ensures there are no single points of security failure in a network by using multiple approaches to security enforcement at multiple areas within a network and building security capabilities into every product, solution and network blueprint.
- > **Open architecture solutions** — Nortel relies on strategic partnerships and standards compliance to minimize integration costs, enable state-of-the-art security capabilities and address future security needs.
- > **Minimized TCO** — Network architecture-agnostic solutions that maintain user quality of experience and focus on improving operational efficiency, integration simplicity, and actively responding to unforeseen security threats.
- > **Unified Security Framework** — Assists our customers in understanding that strong network security involves not only technology, but the people — and their behaviors on the network — and the processes the organization puts in place.

Secure Information Access Solution

Secure access to information anywhere

Enabling your partners, customers and employees to access your critical information anywhere, anytime:

- > High degree of security and reliability
- > Strong encryption
- > Full firewall capabilities
- > Endpoint security (Nortel Secure Network Access)
- > Early detection/warning against today's threats

Specific components include the Nortel VPN Gateway, VPN Router, Switched Firewall, Secure Network Access Solution (including Tunnel Guard), Threat Protection System, Enterprise Policy Manager, managed VPN and security professional services and maintenance.

Secure Multimedia Solution

Securing advanced voice and multimedia applications

Through secure multimedia and IP Telephony solutions, organizations can achieve privacy and reliability and minimize both service and identity theft.

- > Shield multimedia traffic (e.g., VoIP/video) from unauthorized access
- > Protect critical multimedia resources from service disruption through attack protection, management encryption and geographic redundancy
- > Prevent loss of intellectual property due to eavesdropping, and minimize toll fraud and unauthorized information access by using strong authentication, authorization and policy enforcement

Specific components include the Nortel VPN Gateway, VPN Router, Switched Firewall, Application Switch, Secure Network Access Solution (including Tunnel Guard), Threat Protection System, Enterprise Policy Manager, Business Communications Manager, Communication Server 1000, Communication Manager 2100, Multimedia Communication Server 5100, CallPilot Unified Messaging, Ethernet Routing Switch 8300, Ethernet Routing Switch 5520, managed VPN, and security professional services and maintenance.

Secure Wireless LAN Solution

Improve productivity by offering anytime, anywhere access

Secure WLAN solutions lower costs associated with traditional LAN implementations while providing mobile users access anywhere, anytime:

- > Our WLAN solutions enhance converging platforms, while supporting:
 - 802.11i security standards
 - Local 802.1x authentication and acceleration
 - Wireless intrusion detection
 - Rogue AP containment
 - Identity-based policies
 - Subnet/VLAN enforcement

Specific components include the Nortel WLAN 2300 Series and Wireless Mesh using the Wireless 7200 Series, VPN Gateway, VPN Router, Secure Network Access Solution (including Tunnel Guard) and Threat Protection System.

Customer segments

Public Sector

Enabling compliance, risk management and business continuity for government, education and healthcare organizations:

- > Protect critical information from cyber-crime, worms and viruses while protecting against attacks using Nortel Unified Security Framework
- > Provide a security blueprint based on Nortel's Layered Defense approach to security that helps public sector CIOs ensure there are no single points of failure in their network while ensuring public service providers meet regional security policies and legislation
- > Provide secure access to patient records, applications and clinical systems instantly while lowering total cost of operations
- > Collaborate in real time across multiple access types, locations and situations
- > Lower the cost of IT and greatly improve scalability, adaptability and predictability

Private Sector

Enabling compliance, risk management and business continuity for financial services, retail, manufacturing, small/medium businesses, etc:

- > Improve your customer engagement anytime, anywhere through any delivery channel
- > Secure access of branches, contact centers and remote facilities communication (i.e., Internet banking) to transform service, attract and retain customers, and increase profit
- > Provide secured access to the resources, information and tools necessary to be more productive and effective while ensuring regulatory compliance
- > Secure information access and secure multimedia solutions will extend your reach and collaboration capabilities, enabling you to earn more revenue, improve productivity and reduce costs while improving customer satisfaction
- > Improve the ability to identify, assess and mitigate the growing number of threats that business institutions face today

Nortel is a recognized leader in delivering communications capabilities that enhance the human experience, ignite and power global commerce, and secure and protect the world's most critical information. Serving both service provider and enterprise customers, Nortel delivers innovative technology solutions encompassing end-to-end broadband, Voice over IP, multimedia services and applications, and wireless broadband designed to help people solve the world's greatest challenges. Nortel does business in more than 150 countries. For more information, visit Nortel on the Web at www.nortel.com/enterprisesecurity.

For more information, contact your Nortel representative, or call 1-800-4 NORTEL or 1-800-466-7835 from anywhere in North America.

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