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# *The Corporate Secure Access Strategy*

Creating an Application Delivery Infrastructure

May 2007



# Some History of the term *Access* in corporate IS Environments

- Centralized (Host/Midrange)
- Decentralized (Client-Server)
  - OS Imaging
  - Application Deployment
    - ZENWorks, SMS, Symantec, Seagate
  - Workstation Deployment
    - Desktops/Laptops
      - CDE
      - DDE
    - Wired/Wireless
- Centralized (3-Tier Solutions, Web Solutions)

*The deployment/delivery mechanism was **different**.*

*The corporate computer user's **access** to  
applications and data was still **key**!*



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# The Vision for our Business



A world where **anyone** can work from **anywhere**

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# The Challenge: Information is Everywhere

## Many apps on many platforms

Client-Server Apps  
Web Apps  
Desktop Apps

## Internal and external resources

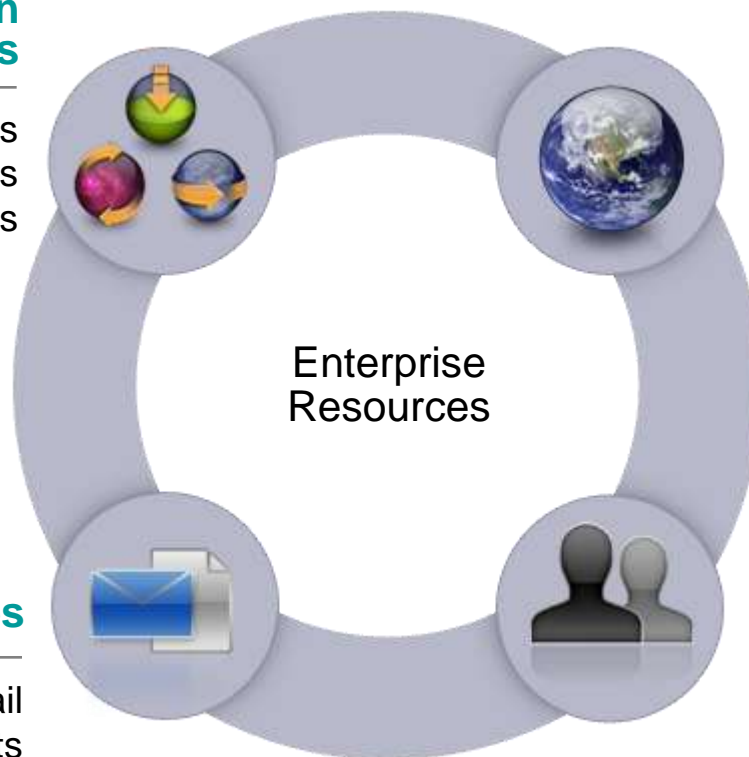
Corporate  
Internet  
Partner  
Outsourced

## Many media types

e-Mail  
Documents  
Files  
Audio & Video

## Lots of people to work with

Employees  
Partners  
Suppliers  
Consultants  
Consumers



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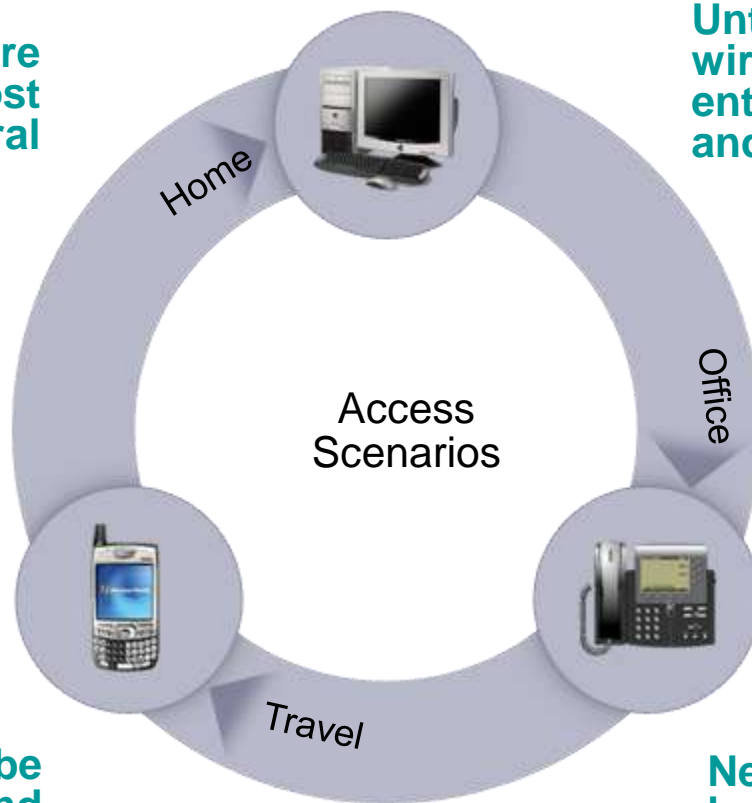
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# The Challenge: Access Scenarios are Multiplying

**Devices are  
proliferating and most  
people have several**

**Untrusted, public, and  
wireless networks an  
entry point for worms  
and attacks**



**Access to be  
persistent and  
seamless across  
networks and devices**

**Need to control who  
has access to what  
based on scenario  
and role**

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# Users and Applications is Increasing

- Globalization
- Flex Working
- Branch Expansion
- Mobility
- E-Commerce



- Consolidation
- Security
- Compliance
- Continuity
- Web Services

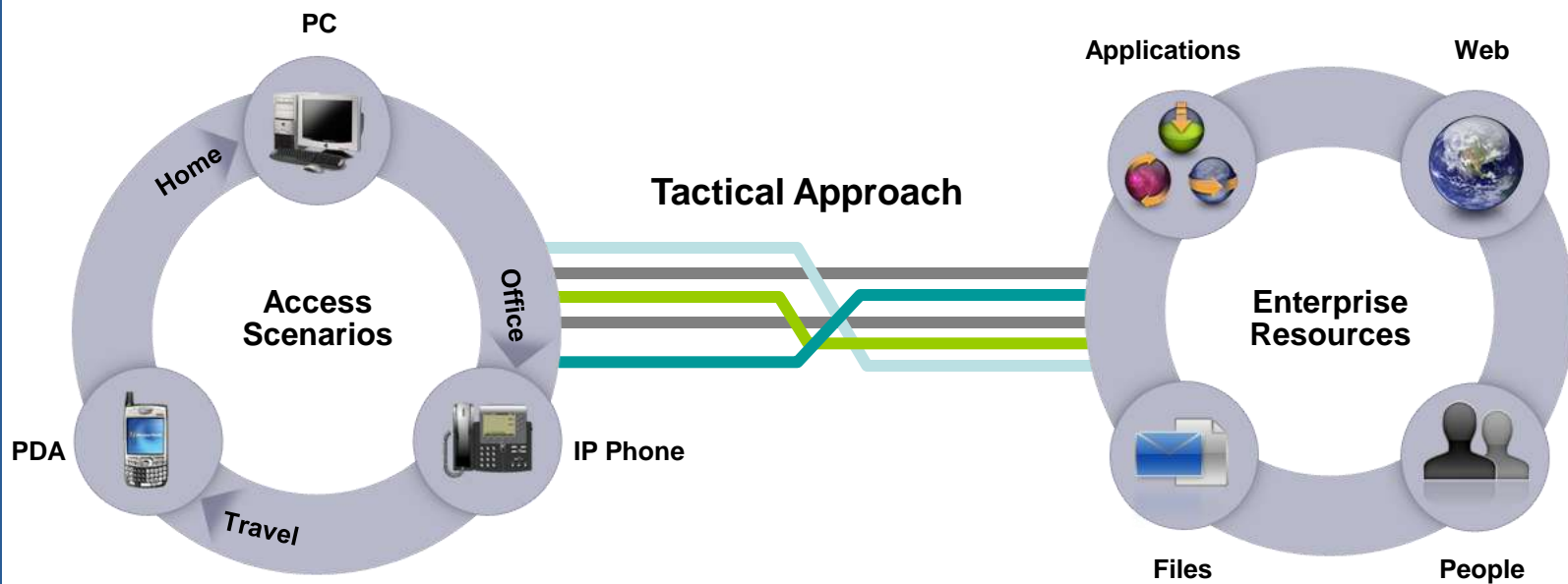




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# Traditional Approaches Increase Complexity and Cost

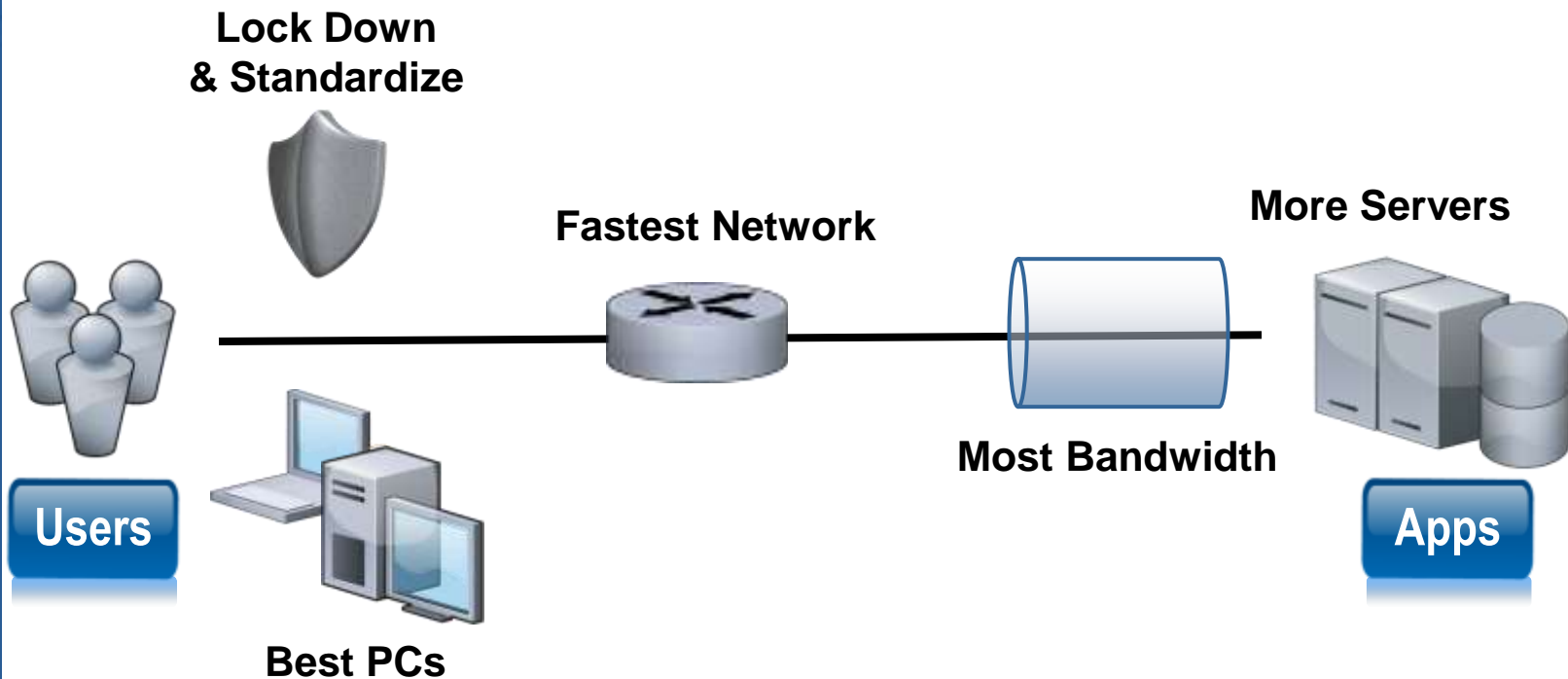




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# Traditional Application Deployment



**Apps Still Slow, Data Still Vulnerable, "Managed Desktops" Costly  
Poor User Experience**

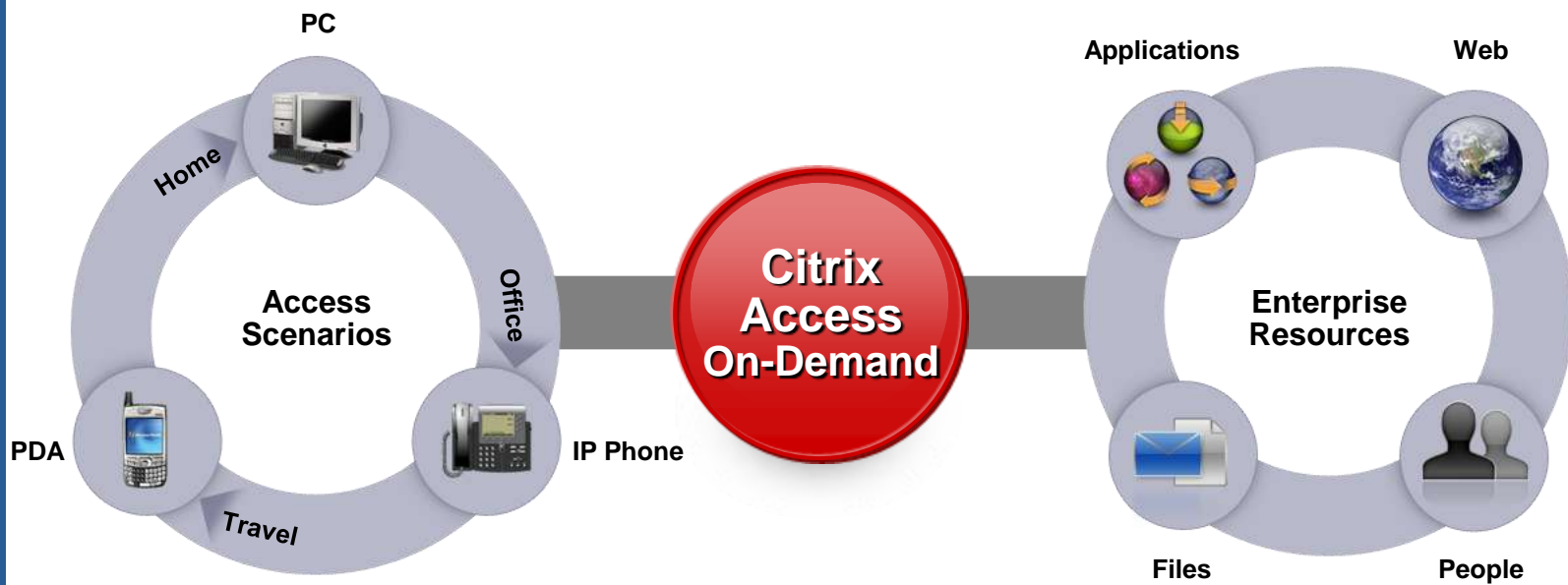
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# A Better Way: A Strategic Approach





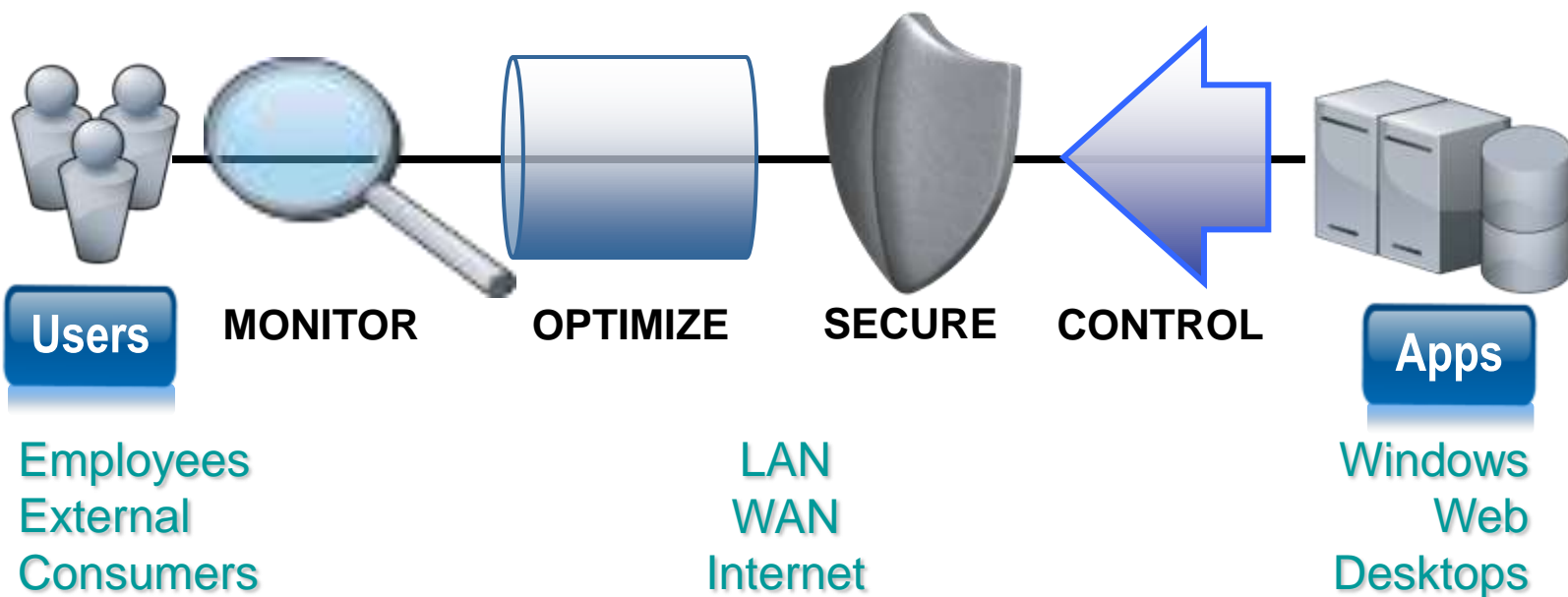
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# Application Delivery as an On-Demand Service

~~Deploy~~ Deliver



Fastest Performance, Highest Security, Lowest Cost  
Best User Experience





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# *Delivering IS as a Service*

## *IS Compared to Cable TV Services*





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# *Does your company have any of these business challenges?*

- Highly Available Secure Public Access
  - Applications
  - Data
  - Midrange, Mainframe, and UNIX
- SSL VPN Initiative
- Server IP Load Balancing
- Single-Sign-On
- Self-Service Password Reset
- End User Monitoring
- Securely Accessing Client-Server Applications for from anywhere, on any device
- Thin Client Initiative
- Workstation OS Upgrades
- Rapid Application Delivery
- Application Upgrades
- Workforce Mobility
- Mergers and Acquisitions

*Yorel solutions can help!*

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# Citrix SmartAccess™



Other SSL VPNs only go this far

## WHO



Which User



What Device



What Location

**Endpoint Analysis  
and Authentication**

## WHAT



Web and File  
Servers



Network  
Resources



CPS  
Applications



Mail  
Servers

**Access Control**

## HOW



- Clipboard
- Save
- Print

Launch  
with ICA



Download



Email



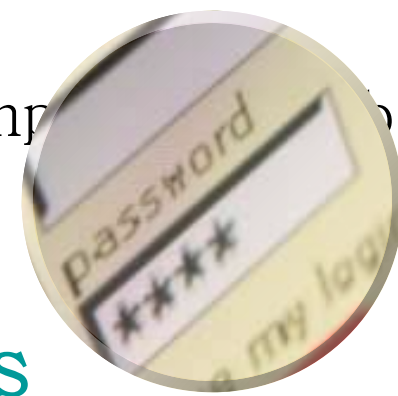
# Password Management for Strongest Application Security

## • Improved application security

- Isolated authentication minimizes risk of password theft
- Automated password changes avoids password leakage
- Password policy controls maintain password strength
- Authentication events logging improve accountability

## • Simplify application access

- One logon reduces complexity
- Self-service reset and unlock



**Automated logon, policy  
control, self-service**



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# Citrix NetScaler Application Switch



## Industry-leading Load Balancing AND...

- Accelerates web application delivery
- Secures web applications from attack
- Improves server efficiency
- Maintains end-to-end security
- Manages traffic across multiple data centers

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# Delivery



UP TO  
**15x Faster**



- ✓ Faster performance
- ✓ Increased availability
- ✓ Tighter security
- ✓ Lower cost



PeopleSoft.



ORACLE

Lotus.

SIEBEL  
eBusiness

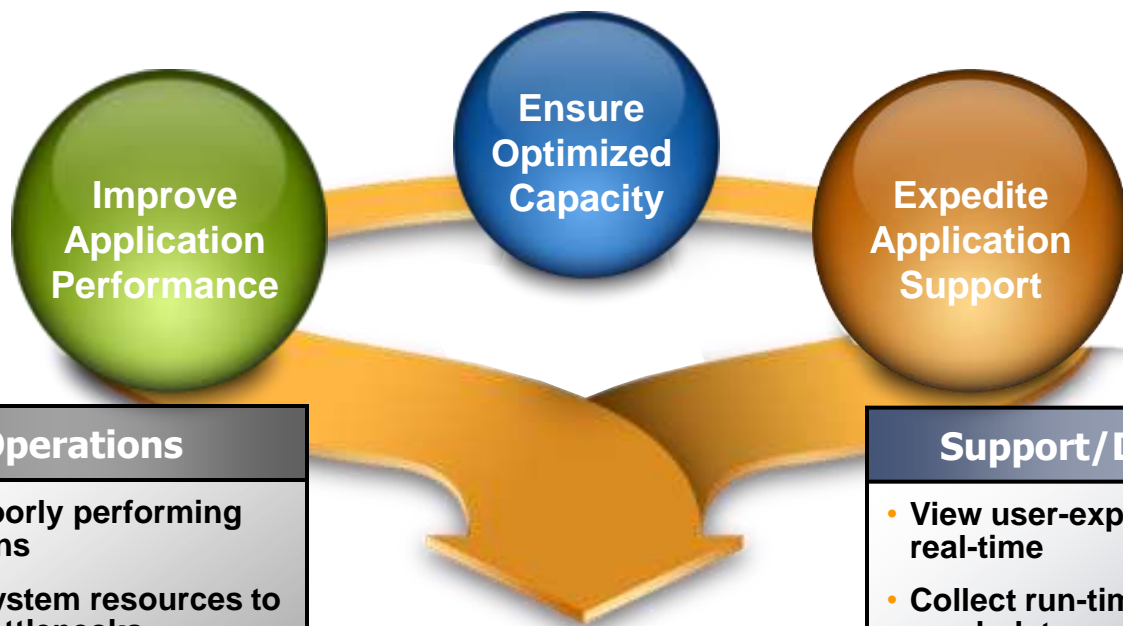
SAP

WebSphere.

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# Application Performance Monitoring for Visibility Into the Access Experience



Improve  
Application  
Performance

Ensure  
Optimized  
Capacity

Expedite  
Application  
Support

## IT Operations

- Identify poorly performing applications
- Manage system resources to remove bottlenecks
- Monitor diverse set of applications
- Report on application utilization

## Support/Developers

- View user-experience data in real-time
- Collect run-time application crash data
- Measure impact of change to production environment
- Tune custom-built applications in production

**Enterprise-class  
reliability**



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# *Presentation Server Login* *Data!*

Detailed metrics that will enable slow login problem diagnosis and resolution

- Client start-up metrics such as:
  - Application enumeration
  - ICA file download
  - Session Creation
- Server startup metrics including:
  - Authentication of credentials
  - Login script execution time
  - Profile load time
  - Printer creation
  - Drive mapping
- ICA channel round trip time
  - Helps distinguish between network and client performance bottlenecks





# Yorel Customer Scenario...

- *Citrix EdgeSight to the rescue!*
  - President and CIO experiencing:
    - Latency
    - Disconnects
  - EdgeSight proved the latency was on the public network side, not with the Presentation Servers and the Internal Network
  - EdgeSight proved the users were getting dropped on the network side and not from the Presentation Servers
  - EdgeSight found other issues:
    - JDE Server Latency
    - Custom Applications Faulting
  - EdgeSight Discussion

*EdgeSight is sold for Client-Server Workstations  
and Citrix Presentation Servers monitoring and  
reporting*



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# EdgeSight Key Points...

Citrix EdgeSight provides the best **user experience** and **performance monitoring** solution for **Citrix** application delivery infrastructures

EdgeSight provides **visibility** into user experience and application performance issues

EdgeSight reduces finger pointing **minimizing downtime and support costs**

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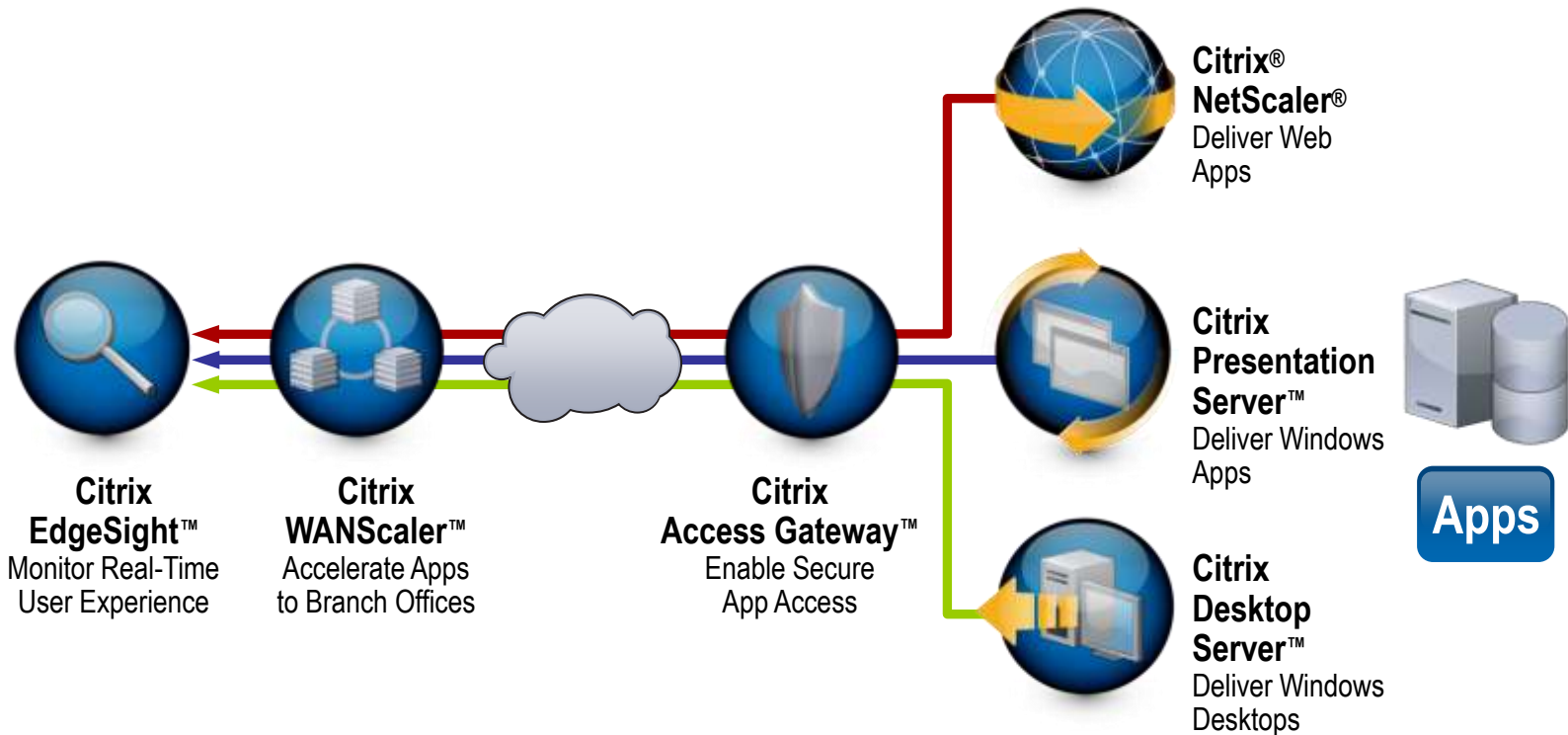
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**Users**

# Citrix Application Delivery Infrastructure





# *Yorel's IT Optimization Continuum*

Customers can leverage Yorel's core competencies to reduce IT Costs and provide an improved user experience – *It's expensive and slow for IS to learn to implement things only once...*

Presented Topics address Yorel's  
IT Optimization Strategy

Give us the opportunity to pay for our services with the TCO savings created from our solutions!



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# Questions?

