

The rate of smartphone and tablet adoption by the workforce has caught many enterprises off guard and ill prepared to maximize the full benefit of these devices while ensuring its secure use. The most logical approach is to extend the same content security deployed at the enterprise to smartphones and tablets working in conjunction with the Mobile Device Management solution of choice. Unfortunately, many enterprises quickly realize that it is difficult for MDM solutions and content security solution to coexist on the same iPhone or iPad. In fact, in most cases the solutions are mutually exclusive. In order to bring market-leading content security solution with leading MDM solution to enterprise, Blue Coat and AirWatch has teamed up to offer a completely interoperable and comprehensive security solution for smartphones and tablets.

Restrictions on iOS Device Management

Recognizing the need for Enterprise IT to manage large-scale deployments, Apple introduced Mobile Device Management framework into iOS. This framework was adopted by many vendors across industries to manage various aspects of iOS devices. Traditional MDM vendors leveraged the framework to manage user accounts, configurations and apps, as well as, remotely lock or wipe the device in the event of loss or theft. Content security vendors sought to leverage the MDM framework for an entirely different use. Recognizing the need to maintain the user experience on iPhones and iPads, some content security vendors leveraged the iOS MDM profile to route all device traffic to their cloud where the security analytics can be performed. Offloading the analysis and policy enforcement to the cloud meant there were no intrusive applications on the device or performance degradation.

Unfortunately, the MDM and content security solution leveraging the iOS MDM framework cannot be deployed together. By design, only one iOS MDM profile can be active at any given time. Hence, you could use the MDM vendor's solution to manage your device or a content security vendor solution to secure its use. However, you could not do both at the same time.

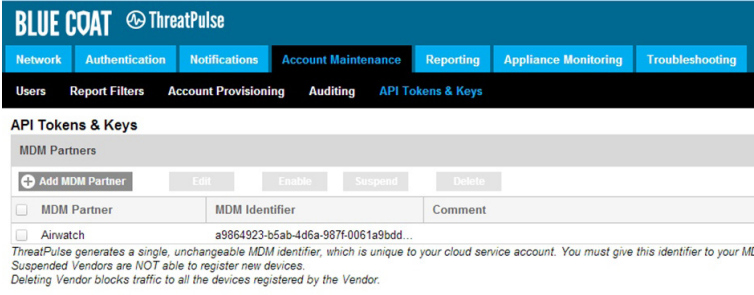
Blue Coat and AirWatch Integration

Recognizing the need for enterprise to deploy best-of-breed MDM and content security solution together, Blue Coat and AirWatch began months of engineering work on their respective solutions, Blue Coat Mobile Device Security Service (MDS) and AirWatch Enterprise Mobility

Management (EMM), to implement interoperability based on an agreed-to API. Some of the benefits resulting from this integration include:

- Transparent deployment of Blue Coat MDS on AirWatch managed devices
- Simple 1-screen configuration of device profile
- Full functionality of Blue Coat MDS and AirWatch EMM on same iOS device

Deployment of Blue Coat MDS on an AirWatch managed device starts with obtaining the AirWatch EMM Identifier from the Blue Coat management console as illustrated in figure 1. This identifier is then entered in the VPN profile section of AirWatch EMM management console as illustrated in figure 2. Due to the extensive joint engineering efforts, these two steps are all the configurations needed.



MDM Partner	MDM Identifier	Comment
<input type="checkbox"/> Airwatch	a9864923-b5ab-4d6a-987f-0061a9bdd...	

Figure 1

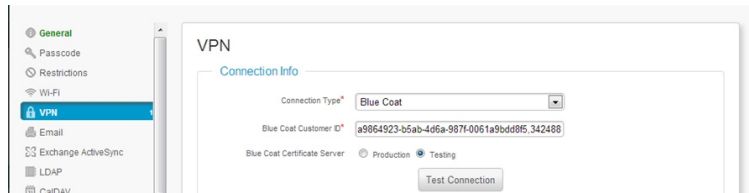


Figure 2

Once the particular VPN profile is pushed to the iOS device, the device will establish an IPSec VPN connection on-demand to Blue Coat Cloud Service any time a network request is made.

Security of Blue Coat Mobile Device Security

Blue Coat MDS service is based on the Blue Coat Cloud Service infrastructure consisting of more than 30 datacenters around the world providing coverage across 6 continents. Blue Coat MDS installed iPhone and iPads will automatically connect to the nearest datacenter once network traffic is detected. Since Blue Coat Cloud Service is based on a fully-meshed network, it offers the highest level of redundancy and security for iOS devices.

Blue Coat Cloud Service offers the same level of content security enjoyed by 85% of the Fortune Global 500. With Blue Coat MDS, this high level of security is extended to iOS devices. Some of the security features include:

- **Negative-Day Defense** – Security from attacks that have not yet been launched
- **Application Control** – Granular controls over web, mobile web and native iOS Apps and their operations
- **Real-time Analytics** – Security from benign site or application that has been compromised or hacked
- **URL Filtering** – Enforcing Acceptable Use Policy and blocking objectionable or malicious content/downloads

- **Up to 4 categories per URL/App** – Accurate categorization of content characterized by up to 4 categories
- **Dual Anti-Virus Scanning** – Two AV engines for highest virus signature accuracy

Best-of-Breed MDM and MDS Solution

The integration efforts between Blue Coat and AirWatch has resulted in a truly comprehensive mobile security solution allowing enterprise to enjoy the market-leading device management solution along with market-leading content security solution for iOS devices with no sacrifice in either of the capabilities.

About Blue Coat

Blue Coat empowers enterprises to safely and securely choose the best applications, services, devices, data sources, and content the world has to offer, so they can create, communicate, collaborate, innovate, execute, compete and win in their markets. Blue Coat has a long history of protecting organizations, their data and their employees and is the trusted brand to 15,000 customers worldwide, including 86 percent of the FORTUNE Global 500. With a robust portfolio of intellectual property anchored by more than 200 patents and patents pending, the company continues to drive innovations that assure business continuity, agility and governance.

About AirWatch

AirWatch by VMware is the leader in enterprise mobility management, with more than 10,000 global customers. The AirWatch platform includes industry-leading mobile device, email, application, content, and browser management solutions. Organizations can implement these solutions across device types and use cases, including complete EMM for corporate and line of business deployments, and containerized solutions for Bring Your Own Device (BYOD) programs. Acquired by VMware in February 2014, AirWatch is based in Atlanta and can be found online at www.air-watch.com. VMware is headquartered in Silicon Valley and can be found online at www.vmware.com.