Nokia Security Developers Alliance

NOKIA

CONNECTING PEOPLE

Delivering Best-of-breed Security Solutions

The market requirements for security solutions are constantly changing. Nokia recognizes that one company alone cannot offer a truly best-of-breed, end-to-end security solution to all customers.

The Nokia Security Developers Alliance (the Alliance) delivers integrated security solutions to meet specific enterprise and service provider requirements. To achieve this, Nokia ensures interoperability with products from security developers delivering global, industry-leading, customer-focused solutions. Through the Alliance, Nokia can rapidly address the security solutions requirements of our customers with interoperable, global solutions for wired and wireless environments.

Together we offer our respective customers:

- Interoperability through tight integration
- A flexible framework to support new technologies
- Confidence that the product has passed the Nokia OK evaluation and testing process

Opening Up a World of Opportunities

The Nokia Security Developers Alliance will help you grow with Nokia, and leverage the credibility of one of the world's most valued brands.

For those developers who qualify, the range of benefits include:

Nokia OK

Nokia OK is the mark of interoperability given to Alliance members' products and applications that have been tested with specific Nokia IP Security Appliances. It has been designed for exclusive use by recognized Nokia developers. Nokia OK makes it easier for customers to identify Alliance members' applications and products that meet Nokia interoperability testing criteria. These associated applications and products help customers to receive a higher return on investment with their Nokia

products. Nokia OK interoperability with Nokia Security Developers Alliance solutions also help provide customers with complete purchase confidence. Above all, Nokia OK aims to give customers the seamless, interactive world they desire.

Nokia OK in Action

Nokia OK is a marketing tool for Alliance members developing and marketing products and applications that add value to Nokia products. Products and applications are given the Nokia OK logo after meeting program requirements set by Nokia.

Developers will be provided with opportunities to generate awareness of their interoperable products with the Nokia channel through activities such as:

- Press releases
- Web presence on Nokia websites
- Web seminars to Nokia sales and channel
- Nokia and industry-sponsored events
- Access to Nokia staff for periodic status/strategy meetings

For the channel, Alliance benefits include:

- Expanded product portfolio with new interoperable security solutions
- Increased sales with the ability to address new customer security market requirements
- Enhance value-add to end-customers by creating solutions that raise the ROI of Nokia appliances.
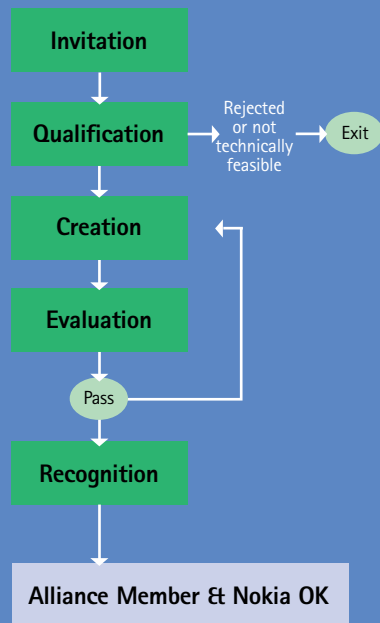
Benefits for end-customers include:

- Decreased implementation costs through interoperability and standard deployment methods
- Best-of-breed solutions by combining Nokia's leading appliances with leading security applications

Access to Nokia Software Development Kit (SDK)

The SDK for IPSO (Nokia's security Operating System) provides the opportunity for IPSO and a Nokia Security Developer Alliance member's product to work together in the most efficient manner for rapid deployment, ease of configuration, and the highest level of performance and availability. IPSO is an industry preferred appliance-optimized, security-hardened, clusterable OS capable of supporting a wide range of Nokia and partner security applications.

Developer Alliance Program

```
Invitation
   │
   ▼
Qualification ──────► Rejected ──────► Exit
   │                  or not
   │                  technically
   │                  feasible
   ▼
Creation ◄──────────────┐
   │                    │
   ▼                    │
Evaluation              │
   │                    │
   ▼                    │
  Pass ─────────────────┘
   │
   ▼
Recognition
   │
   ▼
Alliance Member & Nokia OK
```

Becoming an Alliance Member

Market leading developers are only five steps away from becoming a member of the Nokia Security Developers Alliance. These steps include:

1) Invitation – Nokia invites market-leading developers to complete an evaluation form.

2) Qualification – Mutual acceptance and development of architecture, project plan, and technical feasibility.

3) Creation – Interoperable systems are created and tested.

4) Evaluation – Nokia developer reviews test results and performs Nokia system tests ensuring conformance with Nokia standards and appliance performance.

5) Recognition – Alliance members receive benefits of program, including right to use Nokia OK logo and access to co-marketing programs.

Strengthening Our Team

We know that success depends ultimately on meeting and exceeding the expectations of customers. Through the Alliance, a developer's valuable contribution to Nokia product development will help achieve customer satisfaction in an ever-changing marketplace. We are dedicated to continuously strengthening our relationships with market-leading developers to satisfy our mutual customers and to ensure our collective growth today and tomorrow.

For additional information on the Nokia Security Developers Alliance program, please contact **SecurityDevelopersAlliance@nokia.com**

Nokia Security Architecture

Nokia has become the market's leading Internet security appliance vendor. This success is due to the company's commitment to its vision of a mobile world in which wired and wireless transactions are always reliable and secure. Nokia stands out from the competition through its architectural approach to Internet security—an approach that allows for fast and easy deployment of industry-leading security applications on purpose-built security platforms, further enhanced by management and development tools.

```
Development Layer
Management Layer
Application Layer
Platform Layer
```
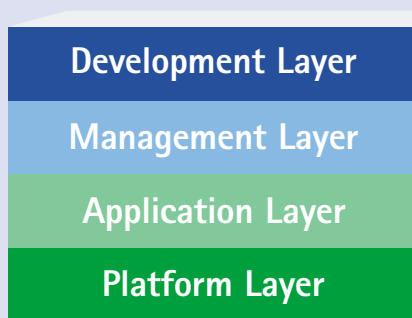
Platform Layer

This is the foundation of Nokia IP Security systems: it builds on our unique, hardened IP networking—enabled and inherently clusterable operating system, IPSO. IPSO has the capacity to scale from small remote office to large data center security implementations.

Application Layer

Robust security includes firewalling, securely extending networks with VPN, monitoring for suspicious traffic utilizing IDS, content security including email/SMTP scanning, and ensuring the high availability and secure effective management of network traffic. The Nokia Security Architecture facilitates the ability for Nokia to partner with the 'best of the best' in the security industry, offering an appliance experience without compromising on security.

Management Layer

Nokia delivers high-value, time-saving tools that allow customers to deploy security applications and their supporting software easily, securely and remotely. Through Nokia Horizon Manager, we deliver rapid deployment tools that make it possible to perform a range of management activities with exceptional ease and efficiency.

Development Layer

Nokia further extends the abilities of its products with complementary best-of-breed security applications to create customer focused solutions through the Nokia Security Developers Alliance. Similar to the Check Point™-sponsored OPSEC™ program, this Alliance allows third-party security application developers to interface with IPSO through an approved Software Development Kit.

The Nokia Security Architecture and the Developers Alliance help provide customers with complete confidence when purchasing Nokia security solutions products. Nokia OK signifies interoperability between Developers Alliance products and Nokia's IPSO in the most efficient manner for rapid deployment, ease of configuration, and the highest level of performance and availability.

About Nokia

Nokia is the world leader in mobile communications. Backed by its experience, innovation, user-friendliness and secure solutions, the company has become the leading supplier of mobile phones and a leading supplier of mobile, fixed broadband and IP networks. By adding mobility to the Internet Nokia creates new opportunities for companies and further enriches the daily lives of people. Nokia is a broadly held company with listings on six major exchanges.

About Nokia Internet Communications

Nokia Internet Communications, headquartered in Mountain View, California, provides world-class Network Security, Virtual Private Network and Internet Traffic and Content Management solutions that ensure the security and reliability of corporate enterprise and managed service provider networks. Nokia is committed to enhancing the end user experience by bringing a new level of security and reliability to the network, enabling an Internet transaction that is personal and trusted-each and every time.

For more information, please visit www.nokia.com and click on Secure Network Solutions. Nokia Internet security and virtual private network appliances span the spectrum of price/performance points, and secure the widest range of network environments-from the smallest branch office to the largest Internet data center. The expansive product line, backed by world-class global support and services, provides customers the ability to deploy multiple solutions from a single product to secure all elements of a distributed enterprise.

Nokia Internet Communications

Americas
313 Fairchild Drive
Mountain View, CA 94043
Tel: 1 866 701 8179
E-mail: insidesales@nokia.com

Europe, Middle East and Africa
1st Floor, Building 3, Southwood
Farnborough, Hampshire, GU14 0NG UK
Tel: +44 (0) 8700 555 777
European Customer Inquiry Number (toll-free): 00800 5543 1816
Outside toll-free area: +49 231 754 6011
E-mail: internet.emea@nokia.com

Asia Pacific
438B Alexandra Road
#07-00 Alexandra Technopark, Singapore 119968
Tel: +65 6 588 3364
E-mail: internet.apac@nokia.com

www.nokia.com

NOKIA
CONNECTING PEOPLE