



Motorola and AirDefense

Industry Leaders Join Forces to Make
Wireless and Security Synonymous



Introduction

With the acquisition of AirDefense, Motorola is adding 'best-in-class' wireless security to its existing portfolio of enterprise-class offerings and management solutions. AirDefense is optimally positioned as the premier provider of wireless intrusion prevention systems (WIPS). This acquisition is the culmination of a very successful three year OEM relationship between the two companies. The acquisition supports deeper integration efforts to meet and exceed the demand for securing wireless networks with a common platform. The result is superior indoor and outdoor protection for wireless LAN users in an all-wireless enterprise. With an 80 year history of forward thinking innovation, Motorola will integrate AirDefense as a wholly owned subsidiary within Motorola's Enterprise Mobility unit. The AirDefense solution will remain vendor agnostic, ensuring next generation gap-free WIPS solutions for wireless networks regardless of their WLAN infrastructure.

Background:

On July 28, 2008 Motorola announced a definitive agreement to acquire market leader AirDefense, a wireless local-area network (WLAN) security provider. AirDefense received a "Positive" rating in Gartner's 2008 MarketScope Report, as well as the 2007 and 2008 "Market Leadership Award" by Frost & Sullivan. AirDefense also received the only 2008 'Best Buy' rating amongst WIPS vendors from SC Magazine.

Trusted by Fortune 500 companies and high-security government agencies for enterprise wireless protection, AirDefense will remain a separate business and brand within Motorola's Enterprise Mobility unit and will maintain its existing headquarters location in Alpharetta, Georgia. Since introducing the first ever 24x7 Wireless Intrusion Detection/Prevention System in 2001, AirDefense has rapidly grown its "anywhere, anytime" mantra as the largest dedicated WIPS vendor in the market. AirDefense was the first to utilize access points as security sensors in addition to numerous add-on modules patented to address customer specific security problems and RF troubleshooting needs. The AirDefense patent portfolio consists of 28 patents, including the earliest, broadest and most fundamental patents in wireless intrusion prevention, monitoring and troubleshooting. Additionally, AirDefense successfully secures multi-vendor environments allowing organizations to benefit from AirDefense's solutions regardless of their WLAN infrastructure.

Wireless Security Industry:

Enterprise wireless technology is rapidly growing in popularity on a global basis due to the increasing number of business critical applications it supports. More corporations, retailers, healthcare organizations and government agencies are migrating to wireless networking due to the business efficiencies mobility enables. As businesses continue to identify new applications using wireless LANs, the security of these connections will be increasingly important. AirDefense solutions provide the confidence to deploy wireless in security sensitive and business critical areas while simultaneously providing the monitoring and policy enforcement required by industry and government regulations.

WIPS solutions have gained significant traction in diverse business segments, such as retail and federal government. Industry compliance requirements such as Payment Card Industry Data Security Standards (PCI DSS), Federal Energy Regulatory Commission (FERC), Sarbanes-Oxley Act (SOX) and Health Insurance Portability and Accountability Act (HIPAA), plus heightened security awareness and national media coverage of high scale wireless attacks, have fueled the need for comprehensive compliance, enforcement, forensics and reporting; all of which are offered by the AirDefense solution.

Wireless Threats and Vulnerabilities:

With the recent rash of wireless security breaches within nationally trusted brands, it is an increasing challenge to be both compliant and truly secure. Published reports by independent analysts continue to identify wireless devices as excellent methods to circumvent firewalls and wired intrusion prevention systems allowing hackers access to the internal network.

As both commercial and government segments move to wireless networks, criminals look to wireless as a network access medium. As recently reported by the US Department of Justice, the most damaging information breaches occur by penetrating poorly protected wireless networks. Although only a third of the incidents are reported, Privacy Rights ClearingHouse found over 244 million U.S citizen data records alone were exposed due to security breaches since January 2005.

Customer Solution:

Given the proliferation of wireless in today's business climate, it's paramount to have real time visibility into the activity in and around wireless networks to detect potential vulnerabilities such as rogue access points, probing laptops, misconfigured devices, PDAs, hand held scanners and wireless printers connected to the network. AirDefense products provide the most advanced rogue device detection, policy enforcement and wireless intrusion prevention available to businesses and consumers.

The acquisition enables Motorola to deliver an integrated solution for greater indoor and outdoor protection for existing deployments, as well as future enhancements as customers migrate to 802.11n, mesh architectures and fixed mobile convergence. The combined companies will continue to build upon their cultures of innovation producing enhanced security measures and performance troubleshooting tools to provide better overall management, whether in a Motorola infrastructure or mixed infrastructure environment.

Enterprises are seeking reliable, secure wireless networks for business-critical communications from trusted suppliers. In addition, demand soars for enterprise wireless mobility that can simultaneously address the need for remote management, comprehensive compliance, policy enforcement, forensic analysis and minute-by-minute reporting. AirDefense with Motorola will meet these challenges while continuing to deliver best-in-class security and management for multi-vendor environments including robust wireless intrusion prevention, vulnerability management and troubleshooting capabilities.

Conclusion:

The acquisition of AirDefense affords Motorola world-class wireless security to meet and exceed a broad cross section of customer needs. Customers with medium sized budgets can boast cutting edge security for both corporate and small office wireless environments. The acquisition accelerates planning, development and execution by combining joint intellectual property to deliver unprecedented interoperability to both existing Motorola deployments as well as mixed infrastructure environments.

Motorola's existing enterprise offerings, coupled with AirDefense's award winning solution set, results in a new era in WLAN security with the emphasis strongly placed on tackling difficult wireless issues such as reducing the risk posed by rogue devices as well as fortifying networks targeted by organized crime. The combination of Motorola and AirDefense will forge the next generation of wireless protection and management tools to help businesses build reliably secure and gap free all-wireless enterprises.



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