Will Traditional Security Companies Survive the Wired to Wireless Convergence Revolution?

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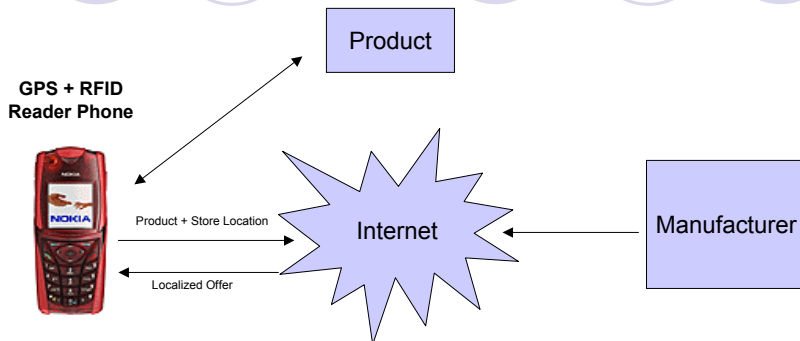neil@xiangroup.com

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Personal Example: My PC and Wireless Devices Are Very Similar – Almost Converged

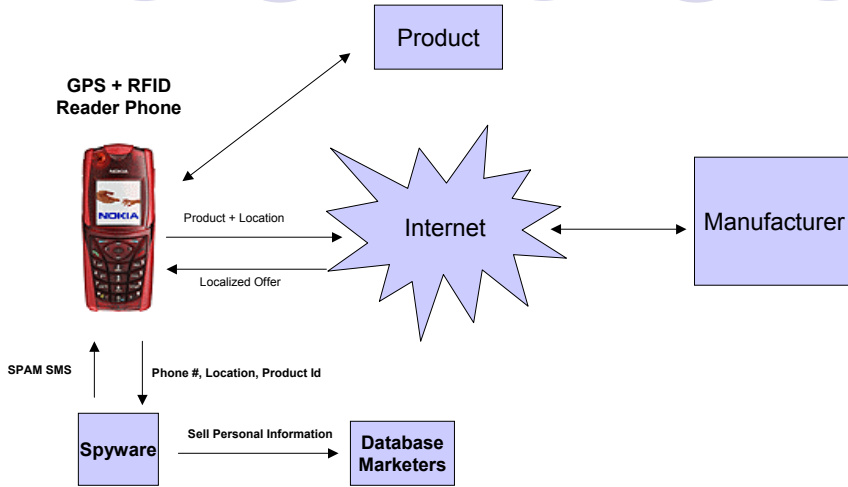|	Dell Inspiron 600M	Treo 650	Nokia
Voice	No	Yes	Yes
HTTP	Yes	Yes	Yes
WIFI	Yes	No	No
GPRS	Yes	Yes	Yes
Infrared	Yes	Yes	Yes
SMTP Email	Yes	Yes	Yes
File Transfer	Yes	Yes	Yes
Java	Yes	Yes	Yes
GPS	No	Yes	Yes
RFID Reader	No	No	Yes
MMS	No	Yes	Yes
SMS	No	Yes	Yes
Instant Messenger	Yes	No	No
Camera	Yes	Yes	No
Personal Info Mgrs / Dbases	Yes	Yes	Yes
Blue Tooth	Yes	Yes	No

Security Providers Have Not Delivered The Same Level of Services to Wireless Devices

Core Security Services	PC	Wireless Devices
Password Protection	Yes	Yes
Personal Firewall	Yes	No
Intrusion Detection	Yes	No
Antivirus	Yes	No
Privacy Control	Yes	No
Ad blocking / Anti spyware	Yes	No
Anti spam	Yes	No
Parental Control	Yes	No
Encryption	Yes	Limited
Authentication (Certificate / Token)	Yes	Limited
Trusted Internet / Carrier Network Security Platforms	Yes	Yes

GPS + RFID Phone Example

Product

GPS + RFID
Reader Phone

Product + Store Location

Localized Offer

Internet

Manufacturer

Infected GPS + RFID Phone Example

GPS + RFID Reader Phone

Product

Product + Location

Internet

Localized Offer

Manufacturer

SPAM SMS

Phone #, Location, Product Id

Spyware

Sell Personal Information

Database Marketers

Security Industry Trends To Support Convergence

- Companies are building out trust platforms.
- PC-based technologies are being ported to support wireless devices.
- Governments developing new privacy and security laws to protect consumers.
- New industry security standards and policies in development.

Key Challenges

- Security innovation has not kept abreast with aggressive wireless product innovations.

- Security threat will grow faster as wireless devices continue surpass PC usage on IP networks.

- Industry and governments must work closer on a global basis to develop more protections for consumers.