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Announcements:



Ericsson Service Delivery Platform to Give Vivo the Edge in Mobile Multimedia Services

February 13, 2007, 13:00 (CET)

Vivo, the largest mobile operator in Southern Brazil has selected Ericsson's Service Delivery Platform to provide a multitude of new consumer multimedia applications, in a quick and cost-efficient way.

Under the agreement, Ericsson will design and deliver the Service Delivery Platform (SDP), as well as provide end-to-end systems integration services. Vivo benefits from shorter time-to-market for consumer services and being prepared for the evolution to IP network.

In a market place with increasing competition, cost-efficient services innovation and faster launch of services are becoming key advantages for operators. With horizontal architecture of Ericsson's SDP, Vivo will be able to offer new content and services that enhance the consumer experience.

Javier Rodriguez, Vivo CTO, explains why Ericsson was chosen. "Ericsson fully understands our specific business and technology needs and has the systems integration expertise and multimedia solution portfolio to provide a tailored SDP that suits our needs. That is why Ericsson is the perfect partner for us."

Vivo will be able to reduce total cost-of-ownership with an open, standardized and agnostic service network architecture that takes full advantage of common functions such as provisioning and charging. This architecture enables better cost control, faster introduction of new services as well as being a step towards IMS.

Johan Wibergh, President, Ericsson Brazil, says: "Vivo is a very visionary customer and we work in close partnership to secure their competitive edge. With our Service Delivery Platform they will be able to differentiate their offering while maintaining cost control."

Ericsson has delivered and integrated more than 30 SDPs for operators worldwide. Service Delivery Platforms are a key component of Ericsson's multimedia offering to operators, providing a framework for customized solutions that enable full integration of new service providers into their network.

Annually, Ericsson delivers more than 1000 systems integration projects, in multi-vendor and multi-technology environments, to operators and enterprises. Ericsson's systems integration expertise covers



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multimedia services and service network, telecom management, IP-packet backbone, IMS and satellite communications.

Ericsson is shaping the future of Mobile and Broadband Internet communication through its continuous technology leadership. Providing innovative solutions in more than 140 countries, Ericsson is helping to create the most powerful communication companies in the world.

To read more, please visit www.ericsson.com

FOR FURTHER INFORMATION, PLEASE CONTACT:

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E-mail: press.relations@ericsson.com



About Vivo

Vivo is the largest provider of mobile telephony services in the southern hemisphere. Controlled by Portugal Telecom and Telefónica, the company is the leader in both the consumer and corporate markets

NetMotion Wireless Teams with RSA, The Security Division of EMC, to Provide User Authentication to Enterprise Customers

Seattle, WA – February 7, 2007, 8:00am (EDT)

NetMotion Wireless today announced that it has teamed with RSA, The Security Division of EMC, and joined the RSA Secured Partner Program to certify interoperability between Mobility XE technology and RSA SecurID two-factor authentication solution. As part of the RSA Secured Partner Program, NetMotion's Mobile VPN solution, Mobility XE, has completed RSA Secured certification for RSA SecurID solution, signaling its interoperability with RSA's industry-leading two-factor authentication technology. This technical interoperability between the two solutions will help to increase mobile computing security in the enterprise across any type of mobile device including handhelds,

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The interoperability between NetMotion's Mobility XE and RSA SecurID solution provides an additional layer of security to help protect customers' data and networks as their mobile workers access corporate and often sensitive information from outside company walls. Mobility XE's standards-based security including RSA SecurID technology helps ensure only authorized users are able to access enterprise networks and information. Mobility XE secures network access through the VPN tunnel to and from devices in the field, including the latest Windows Mobile® devices and smartphones, addressing one of today's key mobile computing security challenges.

"Security continues to be a primary concern for our customers as they expand their mobile workforces, deploy more sophisticated devices and access more line of business applications from the field," said Tom Johnston, senior vice president of products and marketing for NetMotion Wireless. "Integrating RSA SecurID two-factor authentication in Mobility XE gives our customers an additional layer of security, further ensuring the safety of corporate data in wireless environments."

"Integrating standards-based security that includes RSA SecurID two-factor authentication and AES encryption into Mobility XE gives us greater confidence that our network and data will remain secure," said John Marshall, Senior Vice President - Delivery, Kansas City Power & Light, a NetMotion Wireless customer. "NetMotion Mobility XE with RSA SecurID offers the potential for increased productivity of our mobile workers and improved service to our customers without expensive upgrades or compromising the security of our data and networks."

"More than 51 million workers in the United States are mobile," said Gene Signorini, vice president of Enterprise Research for Yankee Group. "While companies immediately recognize the benefits of mobile working, providing adequate security is a major concern. Strategic partnerships such as the one between RSA and NetMotion Wireless give organizations confidence when selecting a Mobile VPN solution."

Mobility XE Mobile VPN software provides secure and simple remote access to network resources and applications over any IP-based network, enabling organizations to maximize the productivity, security and management of their worldwide mobile workforces. Unlike legacy SSL and IPSec VPNs, Mobility XE is designed specifically for wireless and mobile environments. Mobility XE incorporates standards-based security, true application session persistence, Windows Mobile device support, wireless performance optimization and InterNetwork Roaming capabilities. Its centralized management tools give IT managers greater control and flexibility in a scalable solution that is remarkably easy to deploy and maintain.

The RSA SecurID system is one of the world's most widely used two-factor user authentication

solution. It is as simple to use as entering a password, but significantly more secure. Used in conjunction with RSA Authentication Manager software, an RSA SecurID authenticator functions like an ATM card for a company network, requiring users to identify themselves with two unique factors – something they know (a password or PIN), and something they have (in this case, an RSA SecurID key fob token) – before they are granted access to secure business information.

“We are pleased to continue the momentum of the RSA Secured Partner Program with the addition of NetMotion Wireless,” said Stuart Cohen, Director of Partner Development at RSA, The Security Division of EMC. “As the mobile workforce continues to grow at a rapid pace, companies face challenges in maintaining secure access to vital information in motion. The technology partnership between NetMotion Wireless and RSA provides a valuable solution to extend confidence to end users.”

About the RSA Secured Partner Program

The RSA Secured Partner Program is one of the oldest and largest alliance programs of its type, bringing over twelve years of experience and hundreds of complementary solutions together. RSA SecurID, RSA Access Manager, RSA Sign-On Manager, RSA Certificate Manager and RSA Federated Identity Manager certification programs bring added assurance to customers that the solutions they are deploying are certified as interoperable with industry leading products, helping them achieve faster time to deployment and lower overall cost of ownership. The RSA Secured Partner Program reflects RSA's commitment to providing standards-based interoperability and mutual vendor support to customers using its identity assurance and access management solutions. For more information, please visit www.rsa.com.

About NetMotion Wireless, Inc.

NetMotion Wireless is the industry leader among mobile VPN solution providers, with over 1,000 customers. Mobility XE, the company's flagship product, enables hundreds of thousands of mobile workers to get connected and stay connected to critical business applications over wireless networks. Because of its outstanding technology, Mobility XE has received more than 20 product awards, including an Editor's Choice designation from Network Computing. For more information about NetMotion Wireless or its products, please visit www.netmotionwireless.com, or call (206) 691-5500.



NetMotion and NetMotion Mobility are registered trademarks of NetMotion Wireless, Inc. Mobility XE is a trademark of NetMotion Wireless, Inc. RSA, Secured and SecurID are registered trademarks of RSA Security Inc. in the U.S. and/or other countries. EMC is a registered trademark of EMC Corporation. Microsoft, Windows and Windows Mobile are either registered trademarks or trademarks of Microsoft Corporation in the United States



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Phase one Supports DOI's Release of MBT v1.5



Phase One is proud to announce that it has successfully assisted the Department of the Interior with its release of the Methodology for Business Transformation (MBT) V1.5. The MBT is available at <http://www.doi.gov/ocio/architecture/mbt>. The MBT is an innovative, step by step guide for creating segment architectures and documenting the findings and recommendations in a road-map for change: a Modernization Blueprint.

The MBT features Phase, Step, and Activities that focus on:

- Working with business executives to determine which segments should be modernized
- Working with business segment leadership to garner support for modernization
- Analyzing the business segment from a strategic, performance, business, process, human capital, organizational capital, solutions, service, data, and technology perspective
- Author and gain approval of your architecture and Modernization Blueprint
- Implement your Modernization Blueprint including budget and CPIC integration
- Maintain your architecture over time

On the website you will find a thorough presentation that explains the MBT, a white paper for each step in the MBT, template for work products (templates are linked within the white papers, and a master project plan for MBT).

DOI has had great success with their EA program. They have received many awards and have been rated as the top Federal EA program by both GAO and OMB. Additionally, their Chief Architect and her staff are regulars at the conferences and speaking events.

Phase One Consulting Group was part of the joint Federal Employee and Contractor team that assembled MBT at DOI. Phase One offers MBT training and certification courses in addition to professional services.

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Industry News:

The Name of the New Game is Data Protection

As mobile devices, remote access and increasingly complex enterprises make the concept of a network perimeter obsolete, IT security is focusing more on protecting data than on erecting barriers. Firewalls, antivirus and other types of filters remain important, but the big buzz at this year's RSA security conference is data security. Tools for securing databases, encrypting files and monitoring activity are among the most common products and services being demonstrated at the show.



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Former Homeland Security Chief Slams Interoperability Progress

Former Homeland Security Secretary Tom Ridge Wednesday called for the creation of a nationwide public-safety communications network. Ridge, U.S. homeland security director from 2001 to 2005, said radio spectrum currently earmarked for sale to commercial communications companies should be set aside for police, fire and emergency responders. He also sharply criticized the lack of progress on interoperable emergency communications since the Sept. 11 terrorist attacks.

Industry: Think About Security in New Ways

Microsoft chairman Bill Gates and his chief research and strategy officer Craig Mundie today described a new model of security for an IT world in which not only has the perimeter disappeared, but in which the enterprise is becoming less dependable. In a world in which more types of mobile devices are networked to critical resources, more attention needs to be paid to securing information, Gates and Mundie said in their opening keynote talk at the RSA security conference.

Biometrics to Ease CIO's Cell Phone Concerns

A biometric systems vendor has a pitch for CIOs nervous about company executives losing their mobile phones and risking the loss of confidential information. AuthenTec, a developer of biometric fingerprint technology, wants to address concerns handset manufacturers may have about adding advanced security features to their product by reducing the size, power consumption, and cost of its touch-powered sensors.

IRS Troubleshoots e-Help Program

Despite the IRS' progress in its E-Help desk since its inception in 2002, customer service efficiency still needs improvement, the agency's Office of the Inspector General said. The audit cited many areas of deficiency in IRS customer service, including a lack of quality measures and procedures, insufficient employee training and inadequate customer satisfaction measurement.

Experts Say New Congress Offers Avenue for Fresh Ideas

The new Democratic-controlled Congress will be an activist Congress, creating opportunities for information technology managers to sell legislators on their programs and priorities, a former congressional staff member said yesterday.

Flood Floats Telework to Top Priority at IRS

The more than 20 feet of water that flooded the basement of the Internal Revenue Service's headquarters last year has helped float telecommuting to a top agency concern. The Treasury Inspector General for Tax Administration wants the IRS' chief human capital officer to build a business case to decide whether to expand telecommuting by giving more laptop computers to employees, according to a Feb. 7 report.



Upcoming Show:
March 16th, 2007

Previous Shows:
October 27th, 2006
November 17th, 2006
December 15th, 2006
January 26th, 2007
February 16th, 2007



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OPM to Continue Strategic HR Programs Under 2008 Budget

The Office of Personnel Management (OPM) is poised to continue its ongoing strategic human resources and workforce leadership roles under the proposed fiscal 2008 budget. The administration is requesting \$19 million for strategic HR in fiscal 2008, down slightly from the \$20 million estimated for 2007 and \$21 million actually spent in fiscal 2006.

Sorting SOA Fact from Fiction

With the exception of the World Wide Web's ascent a decade ago, few recent technology movements have received as much attention as service-oriented architecture. If you use SOA to create and manage lean software applications of well-defined work processes, you'll finally have the tools to glue together disparate systems into a collaborative whole, proponents say.

DOD to Assess Acquisition Work Force Skills

Lawmakers are placing the blame on the Defense Department's shabby procurement record — at least partly — for the decrease in the number of trained acquisition professionals over the past seven years. Sen. John Ensign (R-Ariz.), ranking member of the Armed Services Subcommittee on Readiness and Management Support, earlier this week told administration officials at a hearing on DOD's interagency contracting that the department has made cuts to their acquisition work force haphazardly.

Eighty-Three Percent of Mobile Operators Have Been Hit by Infections

Findings from new research which reveals mobile operators globally are experiencing more mobile malware attacks than ever before, and spending more time and money on recovery from these attacks were announced by McAfee today. The research found that nearly half of the operators who have experienced mobile malware outbreaks have had one within the last three months. Twice as many mobile operators spent over \$200,000 on mobile security in 2006, compared to 2005.

FTC Experts Predict Better Global Action on Spam

A webcast given by two legal experts from US consumer protection body the Federal Trade Commission (FTC) has painted a rosy picture of the future of spam-fighting. The two, legal counsel Yael Weinman and attorney Michael Davis, discussed many aspects of spam, spammers and spam-fighting, including highlighting the successes of the FTC in various legal cases, the advances in anti-spam technology and the importance of international action.

Dispelling Data Encryption Myths

GuardianEdge has launched 'Dispelling the myths', a five-point guide to help break down misconceptions about full hard disk encryption within the enterprise. The proliferation of highly mobile computing devices has created a major and expanding security concern for enterprises.

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Our security services enable organizations to eliminate flaws in their custom applications through rigorous security analysis, code review and application testing.

According to recent studies by Gartner, mobile PC shipments will approach parity with desk-based units globally by 2010, and mobile PCs will outsell desk-based PCs in many mature markets (especially mature home markets).

Security Trumps Apps in Vista Design

Realizing security likely means more to the government technology community than any other new feature found in Microsoft Vista, a top Microsoft Corp. executive stressed the new product safeguards at a splashy launch today. Bill Veghte, corporate vice president for Microsoft North America, noted that every time employees of the Redmond, Wash., software giant had to choose between security and Vista's ability to interoperate with other applications, security won.

Phone-focused Solutions Offer Additional (and cost-conscious) Options for Improving On-the-job Efficiency

Last fall, executives from Symbian heralded the start of the smartphone era. Smartphones, they said, are about to revolutionize society, much like the Internet did in the 1990s. The executives predicted that smartphones will replace PCs in the next five years, and that the enormous popularity of these devices—particularly among youths—will prompt the need for a “smartphone in every pocket.”

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Solution Provider News:

AT&T Teams with Microsoft for Web Conferencing

AT&T partnered with Microsoft to create a new Web-conferencing service called AT&T Live Meeting, unveiled Monday. “We are in essence integrating Live Meeting with AT&T's audio-conferencing services. It's a pretty rich set of collaboration tools and capabilities for small and large customers,” says Shawn Conroy, vice president of product management at AT&T.

Princeton Softech Provides Innovative Furniture Designer and Manufacturer with Enterprise Data Management Solution

Princeton Softech, the market leader in enterprise data management, today announced that Tropitone Furniture Co., Inc., a leading designer and manufacturer of patio furniture, has selected Princeton Softech Optim Oracle E-Business Suite Solution to help control its data growth. Optim will enable Tropitone to improve performance, mitigate risk and control costs across its Oracle E-Business Suite and Oracle databases on a Windows Server 2003 Enterprise Edition system.

Information Builders Releases WebFOCUS Magnify, a Service-Oriented Approach to Search Technology

Information Builders, the enterprise business intelligence (BI) standard of choice for organizations around the world, today announced the release of WebFOCUS Magnify, the industry's first search navigation tool that dynamically categorizes search results and supplements them with analysis and reporting capabilities. Magnify uses the metadata from Google or other search engines to index structured data records and provide access to all WebFOCUS capabilities through the search interface. This dramatically improves the user experience, providing enhanced relevancy of results and reducing the time spent searching for information they need to do their jobs effectively.

Brownsville Goes Blue: IBM to Help Design Citywide Technology Modernization Project

The City of Brownsville, Texas, has hired IBM to help design an enterprise modernization project, providing city departments with a wireless Internet infrastructure and residents with an improved access to city services. Part of the over \$4 million agreement includes IBM consulting to assess the implementation of a citywide security-enhanced wireless network. The model developed by IBM is projected to save the city more than \$1.4 million over the potential 10-year service period compared to other commercial wireless mobility offerings.

Lockheed Martin Team Qualifies to Bid on First FAA Nextgen Program

A world-class team led by Lockheed Martin has been down selected by the Federal Aviation Administration (FAA) to propose a solution for the Automatic Dependent Surveillance Broadcast (ADS-B) program, a cornerstone initiative for the next generation air transportation system. ADS-B uses Global Positioning System (GPS) satellites and onboard technology, instead of ground-based radars, to help pilots and air traffic controllers keep aircraft in the sky safely separated. It is the enabling



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Awarded Contracts:

FBI Taps Raytheon for Info-Sharing System

The FBI has awarded a contract to the Raytheon Co. of Waltham, Mass., to build out the National Data Exchange (N-Dex) law enforcement information-sharing system, sources said. According to a bureau official, FBI systems specialists expect to meet with their Raytheon counterparts within the next two weeks to plan the IT work leading up to the N-Dex system rollout.

Schaumburg, Ill., Awards Software Deal to Tyler

The city of Schaumburg, Ill., will receive a comprehensive suite of enterprise resource planning software from Tyler Technologies Inc. through a five-year contract. Under the contract, Tyler of Dallas will furnish its Munis software via the company's application service model to the city. The total contract, which is worth more than \$2.2 million, includes a suite of financial and revenue products, as well as a human resource management solution.

Western States Contracting Alliance Renews Cingular Deal

The Western States Contracting Alliance has renewed its contract with Cingular Wireless LLC. It is estimated the deal will bring some \$2 billion in revenue over four years. Under the new contract, Cingular of Atlanta will furnish state and local subscribers with access to the company's entire portfolio of wireless devices and services. Agencies in all 50 states may purchase from the contract. The arrangement also covers converged voice and data handhelds and LaptopConnect cards for Cingular's 3G-based BroadbandConnect service.

Army Awards Wireless Security Contract to Air Defense

The Army's Installation Information Infrastructure Modernization Program, or I3MP, has awarded a contract to install wireless intrusion detection and prevention systems at 20 sites throughout North America. The award was made Jan. 26 to Telos Corp. of Ashburn, Va., and is worth in excess of \$1 million, company officials said.

Telos Wins Army Wireless Security Award

Telos Corp. of Ashburn, Va., has been awarded a contract from the Army's Installation Information Infrastructure Modernization Program, or I3MP, to install wireless intrusion detection and prevention systems at 20 sites throughout North America. The award was made Jan. 26 and is worth in excess of \$1 million, company officials said.

GSA RFP:

OPM, GSA Issue HR Line of Business Information Request

The Office of Personnel Management, through the General Services Administration, said it outlined the initial requirements for vendors to be human resources shared-services providers. In a request for information sent to private-sector vendors, but unavailable to the general public, OPM and GSA detailed a draft set of objectives that will require vendors to process personnel actions, perform compensation management and benefits management as well as provide consulting services, according to an OPM press release.

Commerce Seeks Online Hiring System

The Commerce Department seeks a human-resources automated hiring system that is integrated with the governmentwide USAJOBS Web site administered by the Office of Personnel Management. The contract is for a one-year base period and four option years beginning in October, Commerce said

in its request for proposals on FedBizOpps. Proposals are due March 2.

GSA to Award New Contract for ID Card Services

The General Services Administration last week began implementing a new strategy for providing about 420,000 federal employees from 40 agencies with standardized high-tech identification cards.



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ConVurge News:

ConVurge LIVE! will air its 6th pilot show on Friday March 16, 2007. Listen to live to leading experts talk about new mobile technology and trends at 10 am at www.MyTechnologyLawyer.com/ConVurge.

Save the Date:



April 1-3, 2007

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MobileGOV Key Topics:

Mobile and Wireless Security

Wireless WANs

Disaster Recovery and Emergency Response

Telework

MobileGOV Scope:

- Authentication
- Convergence
- COOP
- Implementation
- Interoperability
- IPv6
- RFID
- Satellites
- Scalability
- Spectrum Management
- Telework
- Training
- WiFi/Wi-MAX

MobileGOV Featured Speakers:

Tom Henderson, Executive Director, CapWIN

Michael Gallagher, Former Assistant Secretary of Commerce for Communication and Information, Director, National Telecommunications and Information

Rebecca Cowen-Hirsch, Director SATCOM Teleport and Services, Defense Information Systems Agency, **US Department of Defense**

Dr. Lenny Superville, Ph.D., Chief Information

Administration, **US Department of Commerce**

Dr. Ron Jost, Deputy Assistant Secretary of Defense for C3, Space and Spectrum, **US Department of Defense**

Steve Cooper, Chief Information Officer, **American Red Cross**

John McManus Ph.D., Deputy CIO and CTO, Office of the Chief Information Officer, **US Department of Commerce** (Non-Attending Council Advisor)

Dr. William Mularie, Chief Executive Officer, **The Telework Consortium**

Peter J. Tseronis PMP, Director of Network Services, Office of the CIO; Co-Chair, Federal IPv6 Working Group, **US Department of Education**

Glen Hoffman, SPAWAR PMW-160 Wireless Lead/Technical Authority, Office of the Chief Information Officer, **NAVY**

Dr. Nader Moayeri, Manager, Wireless Communication Technologies Group, **National Institute of Standards and Technology**

Officer, **North Carolina's Office of the State Auditor**

George W. Welles, President, **Imaging Futures, Inc.**

John Hooder, Senior Security Engineer, Defense Information Systems Agency, **US Department of Defense**

Pamela Kruzic, Director, Program Executive Office for SATCOM, Teleport and Services, **Nuclear Regulatory Commission**

Kevin Jackson, Director of Strategy, **ConVurge**

Dr. John Hnatio, President and Chief Science Officer, **ThoughtQuest LLC**

Stacey Black, Vice President-Strategic Programs/Marketing, Government Solutions Group, **Cingular Wireless, now The New AT&T**

Michael R. Souryal, Wireless Communication Technologies Group, **National Institute of Standards and Technology**

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