



Achieving Competitive Advantage Using Virtual Private Networks (Financial Times Management Briefings)

Norman Lewis, Ben Robb

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Virtual Private Networks (VPNs) offer an affordable solution to secure data transfer and as a result are set to transform the way companies communicate. With business communications rapidly moving towards mobility and real-time access to data, VPNs provide the only secure, reliable means of achieving this, enabling your business to achieve a competitive edge. VPNs offer significant benefits to all types and size of businesses -- increased sales, faster product development and more effective strategic partnerships. VPN technology is starting to come out of the server room and into the boardroom as a topic for serious debate. Now is the time to examine its potential for your business. This briefing explains what VPNs are, how you can benefit from them, where VPNs can add most value, and how to select and implement the optimal type of VPN for your organisation. Written for board-level decision-makers, the emphasis is firmly placed on management issues and financial benefits rather than technological complexities. Contents include: Executive summary Confidentiality Integrity Authentication Common uses of VPNs Performance, managability and availability The new VPN landscape Encryption, security and privacy Choosing the correct VPN solution

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