

Hip-pocket verve: Secret Windows desktop in your pants



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MICHAEL HARTE

A SMARTPHONE THAT'S ALSO YOUR PC? AUSTRALIAN SOFTWARE GIVES LOCAL RESELLERS COMPLETE SHARE OF THEIR CUSTOMERS' WALLETS.

Today, the typical Aussie will use a smartphone, PC and tablet to get through their workday but how productive they could be if they only needed a phone?

That's the promise Australian vendor Northbridge Secure holds out with its NetConnect software to turn any smartphone into a virtual PC – add a keyboard, monitor and mouse (KVM) and it springs to life as a full Microsoft Windows desktop. NetConnect users securely access their Microsoft Windows environment, applications and files on any modern PC, Mac, Chromebook, iOS or Android device. No data is stored on the user's end point. And because users can pick up where they left off on another device, their productivity is enhanced.

NetConnect, a self-hosted next-generation secure remote access solution, creates an 'air gap' between the user device and their corporate environment. There's no complex data or application migration to get started. No data is stored in the phone without an administrator's permission or in the cloud. And it needs no clumsy virtual private network, pesky passwords or awkward remote desktop to secure its operation.

Samsung: One phone to rule them all

And while all it needs is a HTML5 web browser or the NetConnect secure mobile app for complete device and worker freedom, Northbridge Secure CEO Michael Harte says the Aussie

innovator is focusing on Samsung's DeX — a 'desktop extension' KVM dock for a Samsung Galaxy smartphone.

"Samsung has perfected its DeX solution," Harte says. "We extended it with our software to enable customers to access their standard work environment like Office 365 but from their Samsung phone. I don't even own a PC and my only phone is the Samsung in my DeX on which I do all my work."

Harte says the mix of NetConnect on Samsung DeX emboldens reseller-partners to spark up customer conversations about shifting to the Connected Workplace.

"The PC-centric work environment is long gone; it moved to our mobiles and tablets."

Unified communications gets a new spin with the NetConnect/Samsung solution – calls now hand over between handset and a PC soft phone when the device docks.

"Everyone talks about unified communications but they're trying to combine the work phone with a compute environment. Trouble is, most of us use our mobile phone in preference to anything else."

Harte doesn't suggest customers turf their mobile devices fleets or impose employee BYOD restrictions — NetConnect works almost as well on Google and Apple iDevices (over HDMI), just without the DeX dock convenience. It even runs on Intel's

NETCONNECT

Partner program

Aimed at VARs and MSPs, Northbridge Secure's partner program has many benefits including training resources, certifications, sales support and rewards. The three partner levels are:

- **Reseller** – Sign partner agreement to access partner portal, deal-registration price protection, sales & technical online training. Discounted NetConnect licences for internal partner use.
- **Preferred** – Achieve sales target and a staff member completes sales and technical NetConnect certifications to get lead-generation, enhanced sales support, account manager, priority support.
- **Alliance** – Achieve sales target and have at least two staff complete NetConnect certifications to access marketing development funds.

small-form NUC and an Android stick — low-cost retail point-of-sale solutions.

"The work with Samsung on DeX opened a unique solution by collapsing the Windows world of the desktop with the mobile world that pervades the rest of our lives."

Integration and revenue streams for MSPs

Partners will tend to install the NetConnect software on the customer's infrastructure (on-premises or data centre), or host on their own systems, Harte says.

Although it's not an on-demand cloud service, NetConnect can sit on Microsoft Azure or AWS — which opens a door to managed services providers (MSPs).

"It needs professional services provided around it because it's not a self-serve environment," he says.

Revenue streams for a fully integrated NetConnect/DeX solution are:

- Professional services
- Hosting & managed services
- Microsoft & NetConnect licences
- Telco services & subscriptions
- Smartphone & tablets resale
- Office space consulting, redesign and fit-out.

And now value-added resellers (VARs) can provide business-consulting services.

"The technology covers the BYOD, work-from-home and casual workers in a fell swoop. And it supports adding **nbn**™ services for when the devices are docked to access virtual desktops and so on, so there's another revenue stream.

"Traditional resellers have cherry-picked items in an office, whether that's the PABX (telephone switchboard), networking, or Microsoft applications but with our solution you're now playing on the Microsoft as well as the carriage sides of the equations and everything in between.

"That gives partners the total share of their customers' wallets."

NETCONNECT FAQ

NetConnect is a new concept and so it's likely your customers will have questions. Here's what to tell them:

Q. Why use NetConnect when there are free VPNs and remote desktops?

A. VPNs expose your network to compromised end-user devices. NetConnect protects your data by acting as an 'air gap' between the device and your network. And remote desktops are cumbersome; NetConnect's attractive interface is a great user experience.

Q. Will I lose corporate data if a user loses their mobile device?

A. No. Data is never stored on the device without the administrator's permission so you have total control over what leaves the corporate environment.

Q. Do I have to go public cloud to deploy NetConnect?

A. NetConnect isn't a cloud service (although it can be installed in a cloud provider's environment or as a hybrid deployment). It is often deployed on-premises giving you complete control over your infrastructure.

Q. How well does NetConnect scale?

A. It scales from one to thousands of users (sweet spot 20~300 users).

Need more answers? Contact your Ingram Micro account manager for more help or to schedule a call with NetConnect to discuss how you can bring the Connected Workplace to your customers.



NETCONNECT



NetConnect/Samsung DeX killer features for the Connected Workplace

- Next-generation secure remote access solution
- Device freedom – Works on PCs, Macs, Chromebooks, iOS and Android devices
- Access corporate data over HTML5 web browser or secure mobile app
- Self-hosted – No VPN or public cloud
- No data or application migration
- No data stored on device
- Workspace and experience follows the user between devices for maximum productivity
- Physical or virtual gateway ‘air gap’ between device and corporate environment.

Lock down cybersecurity and free the connected worker

It's a truism in IT that convenience is at the cost of security. But Harte says NetConnect's unique architecture enables the best of both worlds — ultimate security (no on-device information) with maximum reach, flexibility and mobility because it is accessed anywhere and in several form factors. He expects it to be influential on highly regulated customers such as those in healthcare, accountancy and financial services, and law firms.

“Maintaining clumsy VPNs and multiple device passwords – those disappear. With NetConnect, the customers’ data never leaves where the business wants it to be because all you see on the device is a representation of the data.”

He says that securing the perimeter of a typical Australian mid-sized corporate with branch offices is “like securing Australia’s coastline — there are so many ingress and egress points”.

“With this solution, you just worry about securing the data centre; it makes maintaining the security requirements we need to stay compliant these days much more achievable.”

NetConnect is a solution that’s time has come, he says.

“The world is changing; everyone has a mobile phone and they carry it with them all the time.

“We don’t have to sell a thin client to someone, they already have it in their pocket.”

Head over to Cloud Marketplace or contact your account manager to arrange a free trial of the revolutionary NetConnect product. Northbridge Secure is also running a NetConnect & Samsung DeX bundle offer which includes a discounted Samsung smartphone, a discounted NetConnect annual license and a free Samsung DeX Pad - [for more information see here](#).

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