



“BWCS believes that this pattern of installing hotspots at locations favoured by the non-business crowd will be repeated across Europe in 2004. Already we have witnessed the strange US pairing of McDonalds’ burger chain with corporate remote access provider iPass to offer enterprise standard Wi-Fi at fast food joints. It is only a matter of time before the ubiquitous eatery adds Wi-Fi to all its Euro locations. Thanks to iPass these will now be able to offer ‘enterprise ready’ Wi-Fi access as well as fries with everything.”

***BWCS***

“iPass is the best-known aggregator within the META Group customer base. iPass has developed several partnerships in North America, EMEA, and Asia Pacific. It has developed advanced client capabilities, specifically in the realm of security, where it can customize the client to the requirements of the enterprise, allowing users a broad variety of network access (e.g., Wi-Fi, fixed broadband, dial, ISDN, PHS) and enterprise-specific security policies. iPass now supports 802.1x within its client base — significantly easing secure roaming from private to public Wi-Fi networks.”

***Chris Kozup, META Research***

“Wireless LAN technologies can offer a great deal of value to end-users, but they can also create serious management and security concerns for the IT departments charged with supporting these users. As corporations continue to roll out private WLAN networks for wireless on-campus connectivity, the perceived lines separating in-building and out of building connectivity will blur. A major value of services, like iPass Wireless LAN Roaming, is the ability to take these different connectivity media and give users a consistent, intuitive, and network-agnostic interface on the front end to enable increased productivity, while giving IT professionals a robust, centralized platform that can be used to easily manage security, authentication and access policies as well as control the cost of operating across a multitude of public and private networks.”

***Keith Waryas, IDC***

“T-Mobile has been very aggressive in building and promoting what is now North America's largest single commercial Wi-Fi network. By including locations such as airports and Kinko's, the T-Mobile thinking is right in-line with the iPass business-oriented venue approach to building its virtual Wi-Fi network for the enterprise.”

***John Yunker, Pyramid Research***

“The growing availability of public Wi-Fi hotspots is a double-edged sword. On the one hand, a larger network footprint will enable enterprise users to be more efficient on the road. On the other hand, enterprises must navigate services from disparate wireless ISPs, multiple authentication requirements, and inconsistent billing relationships. By incorporating hundreds of hotspots throughout Europe, Asia and North America into its Global Broadband Roaming Network, iPass is facilitating the ease of use of public Wi-Fi access.”

***Sara Kim, Yankee Group***

“T-Mobile users should consider getting accounts through iPass to benefit from iPass’ billing and tracking mechanisms as well its strong authentication. T-Mobile only generates bills and activity reports in arrears. And T-Mobile’s browser-based log-in is vulnerable to denial-of-service and mobile instant messaging attacks while iPass’ client uses encrypted log-in, challenge/response and an incremental session key to avoid hijacked sessions.”

***John Girard and Bill Clarke, Gartner***

“It’s not only the next virus or worm that keeps the IT manager sleepless at night, but also how to disseminate the remedy quickly across the entire user base in order to prevent or minimize damage. There is a definitive need in the market for a solution that would give the IT departments both the ability to force users into compliance at the time of connection as well as actively monitor the compliance status of their enterprise user base.”

***Eric Paulak, Gartner***

“Enterprises want flexibility to make connections anytime, anywhere, with good support and independent of providers with uncertain futures. This is particularly true with the rapidly growing number of enterprise employees, who can be rightfully classified as remote workers,” said Eric Paulak, research vice president at Gartner, Inc. “To reduce complexity in meeting the needs of remote users, enterprises have turned to managed-service providers for secure remote networking solutions.”

***Eric Paulak & John Girard, Gartner***

“Transaction processing and clearing is very difficult and would cost carriers and mobile operators millions to do on their own. iPass clearly has a solid transaction and clearinghouse capability. It makes sense for iPass to create a new revenue stream which leverages this capability. Not only will this new service be beneficial to these service providers, but it will likely help increase the speed at which Wi-Fi coverage reaches critical mass for large global companies.”

***John Yunker, Pyramid Research***

“There are a few reasons IT executives are delaying company-wide Wi-Fi adoption for their mobile employees: the lack of roaming and single-source billing arrangements, and the absence of a consistent, security-enabled connection interface. iPass has taken a giant step in helping companies resolve these concerns and obtain broadband remote connectivity with links to 2,500 Wi-Fi hotspots, as well as 1,000 Ethernet access points.”

***Robin Gareiss, Nemertes Research***

“Generally, Wi-Fi is still not as easy to use as users want, and it is inherently insecure. iPass has successfully addressed these challenges for the enterprise by creating a virtual network that integrates with a wide variety of its customers' security solutions. iPass has achieved this with a new interface that makes Wi-Fi as easy to use as dial-up and virtually as secure as accessing a network from the corporate LAN.”

***Matthew Kovar, Yankee Group***

But iPass lets users get the same start-up screen when they connect to any Wi-Fi network. International Data Corp. analyst Keith Waryas says iPass makes Wi-Fi service more palatable for businesses with employees in the field. Instead of having to deal with any one of the 200 or so Wi-Fi network operators out there, iPass provides one sign-in screen. “If I'm an executive on the road, I'm going to be leery of any public Wi-Fi connections,” Waryas said. “I don't know what kind of security they might be using. I don't know where my credit card numbers may be going.”

***Keith Waryas, IDC*** quoted in *Investor's Business Daily*

“With this new release, iPass is not only accelerating the growth of Wi-Fi, but it is doing so in a secure fashion. iPass' Generic Interface Specification (GIS) is advancing the Wi-Fi industry by enabling faster integration and aggregation of disparate Wi-Fi providers and access gateways into a single virtual network offering.”

***Matthew Kovar, Yankee Group***

“There is a current need for a protocol that allows smart clients to authenticate to the many different access gateways being deployed at hotspots. By providing a standard access protocol, the GIS developed by iPass will help advance the entire industry.”

***Jason Smolek, IDC***

“The biggest obstacle facing the corporate IT director in managing mobile connectivity is adopting new and compelling technologies that improve worker productivity in a secure fashion. iPass has been very thorough in ensuring that this fundamental need is addressed, keeping control of the access to the corporate network under the IT department.”

***Amy Cravens, In-Stat/MDR***

“In today's network security environment of international uncertainty and newly identified corporate risks, enterprise IT executives are wisely insisting on increased levels of network safeguards, especially with respect to remote network users. Critical elements such as reliable authentication, VPN client integration, enforced personal firewall usage and other strengthened security policies should be put in place, but in a manner that is still convenient and understandable for the average user, otherwise these measures can become self-defeating.”

***Matthew Kovar, Yankee Group***

“It is clear that iPass is in the forefront of enterprise connectivity solutions. Enterprise Ready should also make it easier for businesses to integrate the iPass solution into their global-network planning.”

***Amy Cravens, In-Stat Group***

“Today's enterprise users want the freedom to connect to their corporate data from anywhere, at any time, and via any device. Solutions like iPassConnect, that expand the range of devices that enterprise customers can use for mobile connectivity, help provide secure remote access for all users within an enterprise.”

***Patrick Hurley, TeleChoice***

“Transaction processing and clearing is very difficult and would cost carriers and mobile operators millions to do on their own. iPass clearly has a solid transaction and clearinghouse capability. It makes sense for iPass to create a new revenue stream which leverages this capability. Not only will this new service be beneficial to these service providers, but it will likely help increase the speed at which Wi-Fi coverage reaches critical mass for large global companies.”

***John Yunker, Pyramid Research***

“There are a few reasons IT executives are delaying company-wide Wi-Fi adoption for their mobile employees: the lack of roaming and single-source billing arrangements, and the absence of a consistent, security-enabled connection interface. iPass has taken a giant step in helping companies resolve these concerns and obtain broadband remote connectivity with links to 2,500 Wi-Fi hotspots, as well as 1,000 Ethernet access points.”

***Robin Gareiss, Nemertes Research***