

Note for readers of this English translation

This document has been translated from the Japanese original for reference purpose only. In the event of any discrepancy between this English translation and the Japanese original, the Japanese original shall prevail.

Business Briefing on IIJ's New Remote Access Service

Change in Enterprise Office Internet Usages

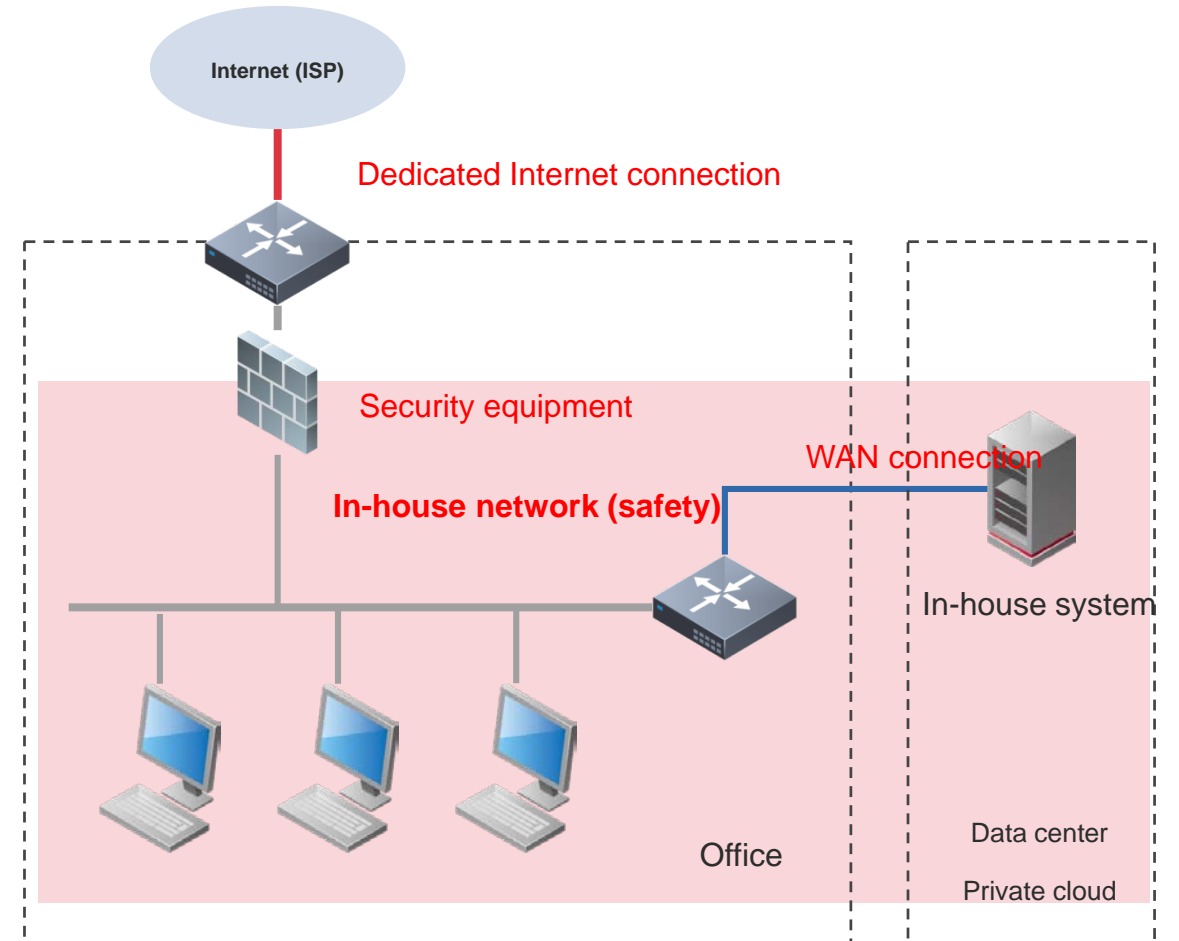


January 25, 2022
Internet Initiative Japan Inc.
Network Division Network Department Internet Access Section, Manager
Takashi Hara

Typical way to use the Internet by companies before 2019



- Employees come to the office to work
- Concept of “in-house network”
- Security through a perimeter defense



Recent changes in use of the Internet by companies

Advancement of DX/spread of digital workplace

- Rapid increase in use of public Clouds, e.g. Microsoft 365, Google Workspace
- Rapid increase in public Cloud-bound traffic instead of WAN (in-house network)

Diversified work styles/ Normalization of teleworking

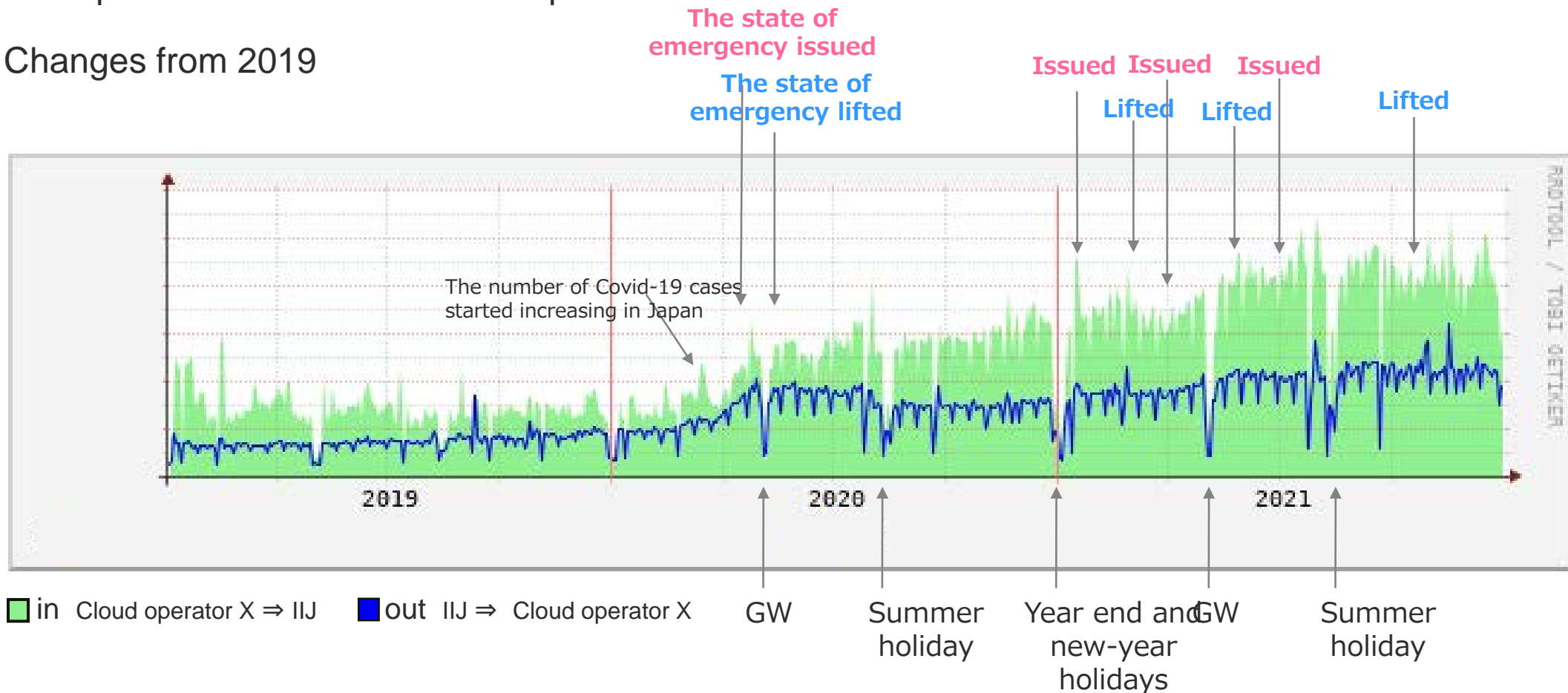
- Rapid increase in operations using the network outside the companies' control, e.g. private Internet connections
- Necessity of auditing/control of connections including use of public Clouds

Although these changes were partially provoked by the Covid-19 pandemic, it is not the only cause. The changes are not temporarily but are here to stay. These changes in the corporate activities will spread among more companies.

No end to the increase in the traffic bound to the Cloud operators

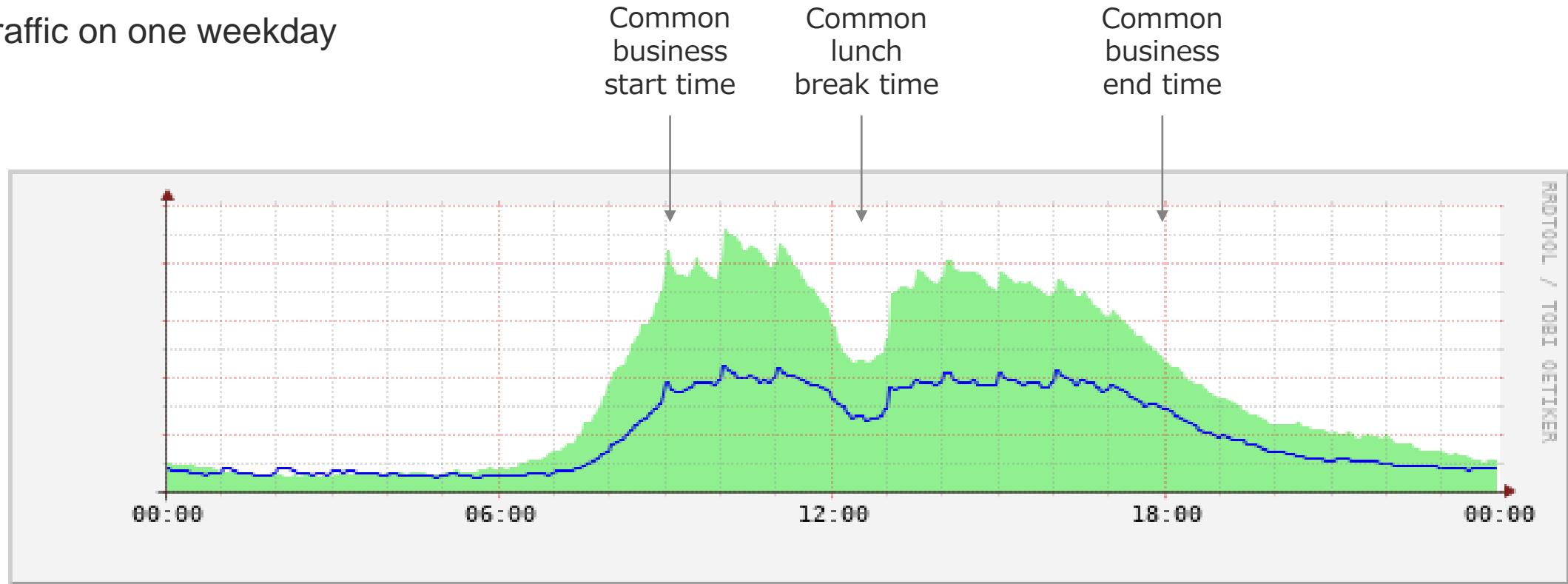
~ Example of traffic between cloud operator X and IIJ ~

■ Changes from 2019



- Connection with a cloud operator shows an increase of more than twice between 2019 and 2021
- There is no doubt that, if more than one cloud service is used, the total amount has increased even more.

■ Traffic on one weekday

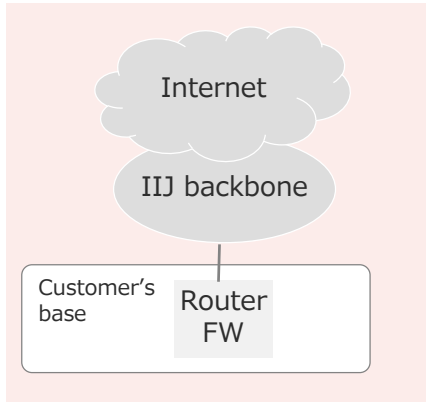


■ in Cloud operator X \Rightarrow IJ ■ out IJ \Rightarrow Cloud operator X

- Traffic fluctuates according to increase or decrease in the use by corporate customers during the daytime on a weekday
- It is clear that use specifically for business increases

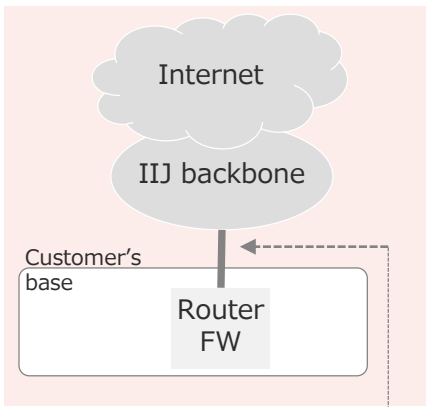
Increase in customers' equipment investment in association with the traffic increase

- Enhancement of Internet connection equipment

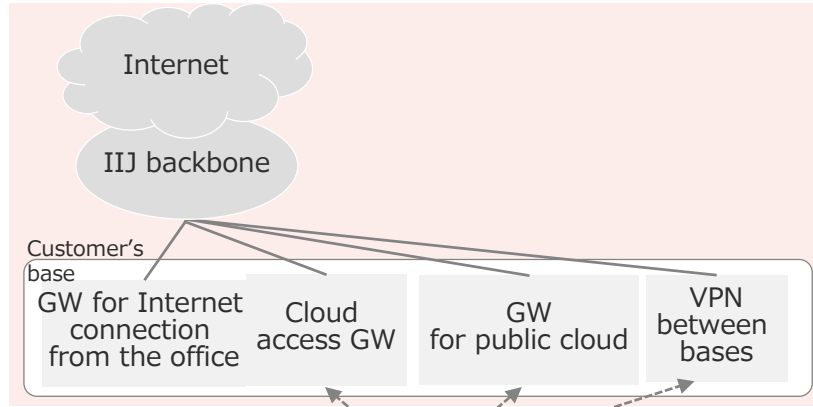


Increase bandwidth

Expand lines for different uses



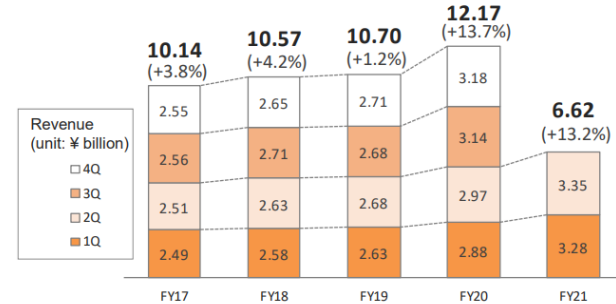
From 100Mbps to 1Gbps
 From 1Gbps to 10Gbps
 From a line of 10Gbps to multiple lines of 10Gbps



Lines, routers and FW are prepared for each use

III- 3. Service & Business Developments: IP Service % = Year over year comparison

IP Service (recurring) revenue



- IP (Internet Protocol) service is 100% recognized in Internet connectivity services for enterprise
- ISP is an abbreviation for Internet Service Provider

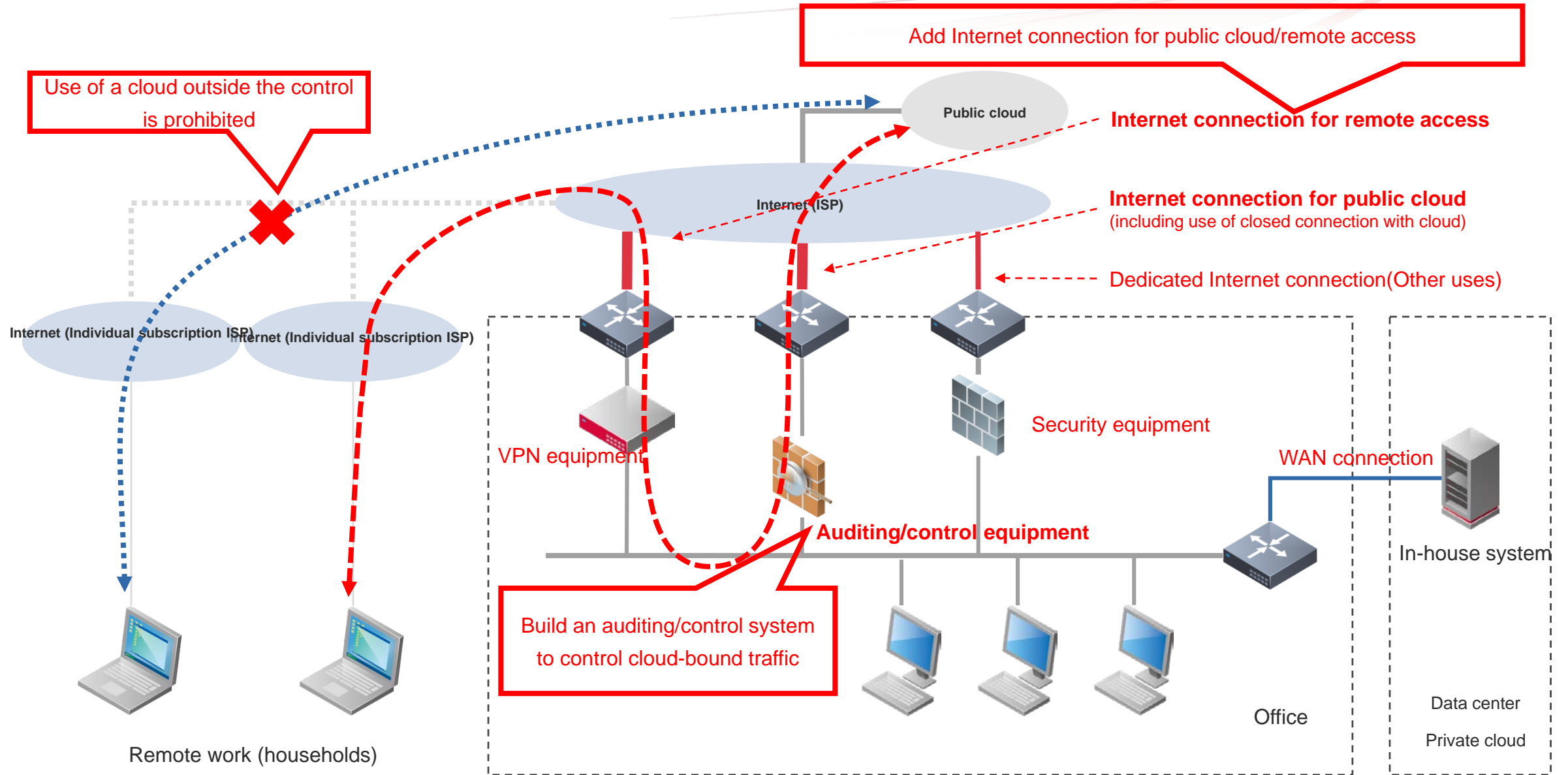
IIJ's Internet backbone ~ global coverage ~

- IP Service is bandwidth guaranteed and dedicated Internet connectivity service
 - Charge based on contracted bandwidth
 - Enterprises use the service for their core and main Internet connectivity
- Demands have been increasing along with the advancement of IT usages in Japan as seen in increases in virtual meetings, work from home, SaaS usages etc.**
 - New trend of hybrid work style, expansion of SaaS usages, full-scale adoption of Cloud services, increase in CDN traffic and more
- IIJ's competitive advantages
 - Japan's first full-scale ISP who has great relationship with Japanese blue-chips companies
 - Clients are mainly blue-chips companies including BtoBtoC companies, such as consumer ISP, and central government agencies
 - New entry to the market is difficult as it has already been matured

From IIJ's consolidated financial results for 1H21
https://www.iij.ad.jp/en/ir/library/financial/pdf/IIJ2Q21E_presentation.pdf

- Investment in the equipment of Internet connection lines increased due to the increase in use of public Clouds
 - Customers enhanced their equipment using diversified methods
- The trend has continued since 2020 through 2021 and is likely to continue toward the future.

Case of Internet use by an advanced major company



Remote work and use of public Clouds are accepted as normal, but the uses outside the control are not accepted. (Accelerated shift to zero trust)

- Build a system for auditing/control
- Install an aggregation point of communications within the company's own network

**A large-scale and highly advanced network like this can only be implemented by a major company
A medium-sized or semi-major company would not be able to afford installing it on their own**



IIJ Omnibus

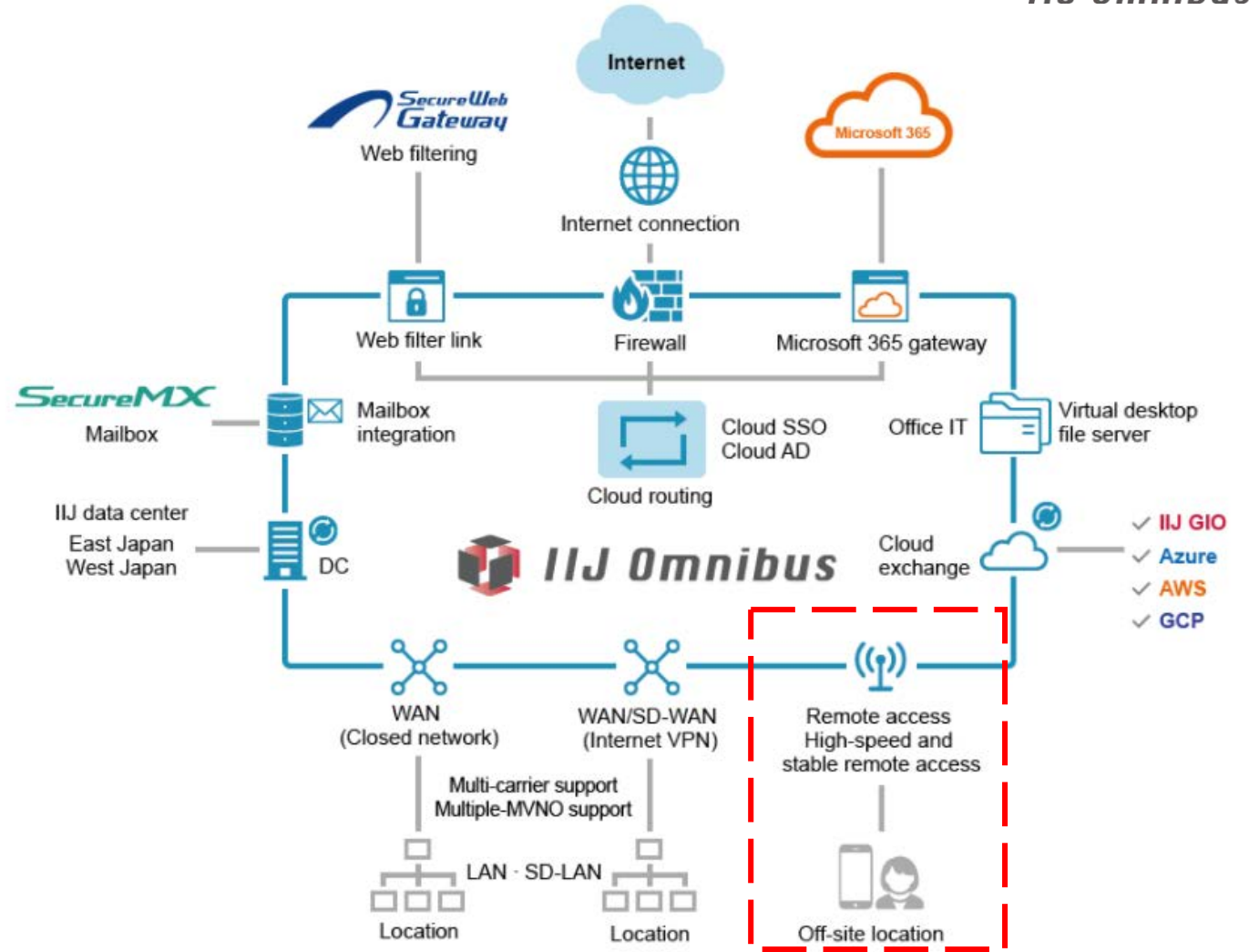
With the network cloud provided by IIJ Omnibus, a highly advanced network can be implemented through outsourcing.

IJ Omnibus is a brand of the network cloud that covers an entire corporate network



■ IJ Flex Mobility Service/ZTNA

One of the services constituting IJ Omnibus and a remote access service with added function of zero trust network



New IIJ Flex Mobility Service that realizes Zero Trust



Internet Initiative Japan Inc.
Network Service Division, Deputy Division Director
Yoshihiro Yoshikawa

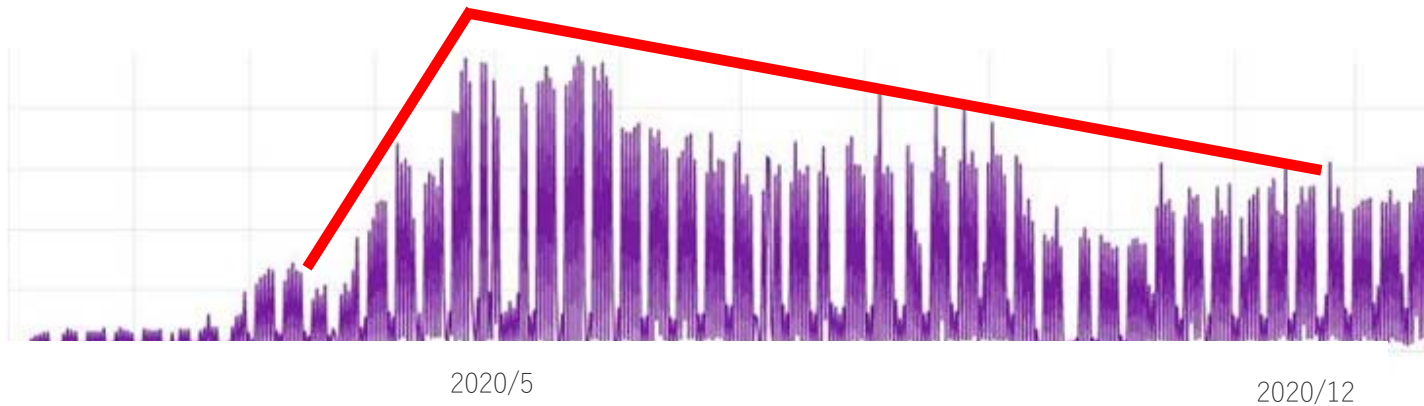
Today's Topic

Issues emerging with Remote Work and Zero Trust

What New IJ Flex Mobility Services offer

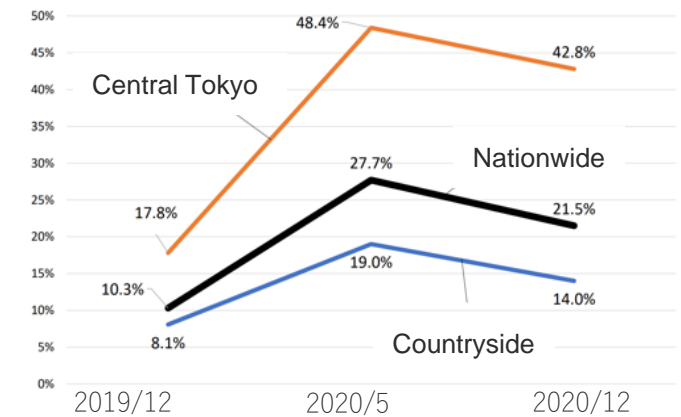
Issues emerging with remote working

IJ Flex Mobility Bandwidth for 2020



IJ Flex Mobility Services' Bandwidth for 2020

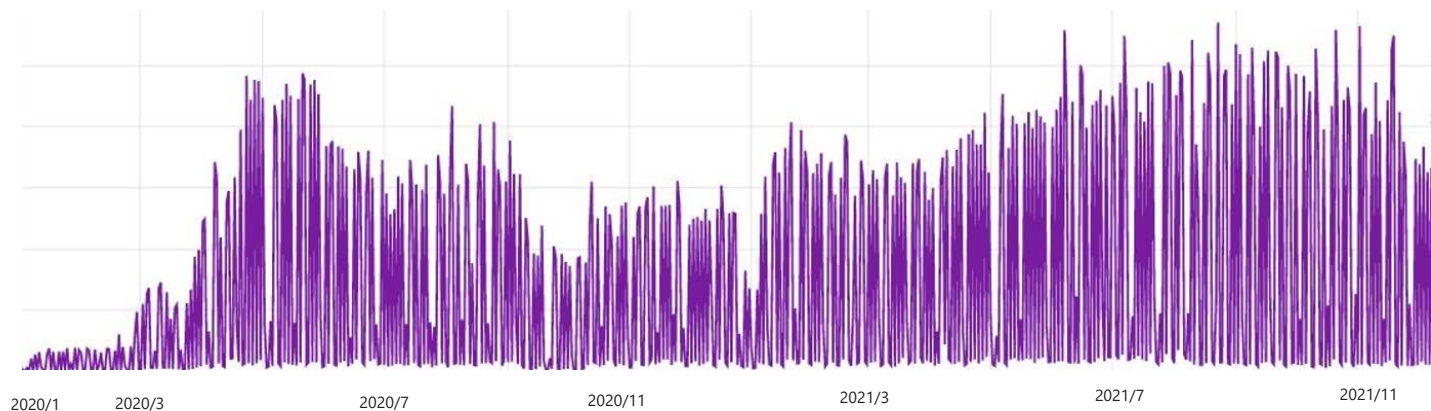
1. 【Work Style】 Per Area Remote work Implementation



From The Cabinet's Home Page
Survey on change in general views and human behavior under
the COVID-19 Pandemic
(<https://www5.cao.go.jp/keizai2/keizai-syakai/future2/20210119/shiryoku3-1.pdf>)

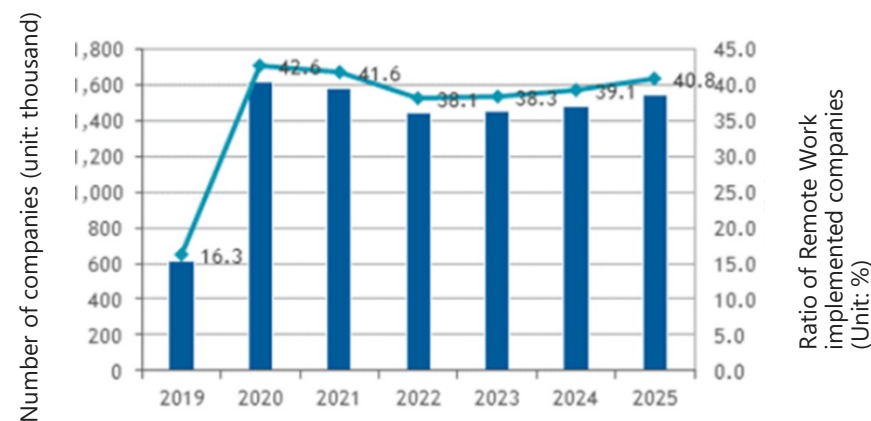
Same Trend seen for Remote work implementation and IJ Flex Mobility bandwidth

Changes in IJ Flex Mobility Service/ZTNA bandwidth from 2020 to 2021 (by December 2021)



The VPN traffic has been on a gradual downward trend since the state of emergency was terminated. However, it did not go back to the level before the pandemic.

Market for Domestic Remote Work Number of companies implementing Remote work (2019 – 2025)



Outlook for the number of companies implementing remote work from 2019 to 2025
Source: Report from IDC

It is likely that the work style will continue transforming and the way of working remotely will remain

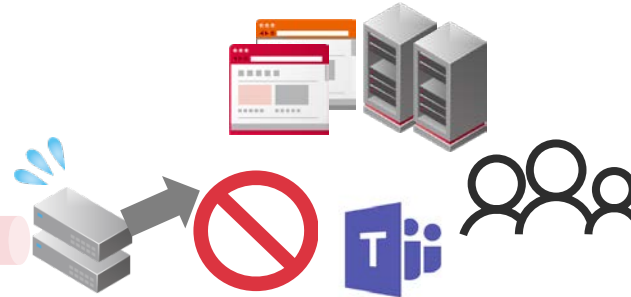
Issues solved by IIJ Flex Mobility Services?

What are the issues of network when working remotely?

- VPN disconnects..
- The virtual desktop does not work via VPN
- Cannot hold a video conference by using VPN...
- The in-house system slows down via VPN...



Slow network connections



Constant disconnections

Poor VPN connectivity

After all I cannot have any job done working remotely...

In the end, I have to go to the office..

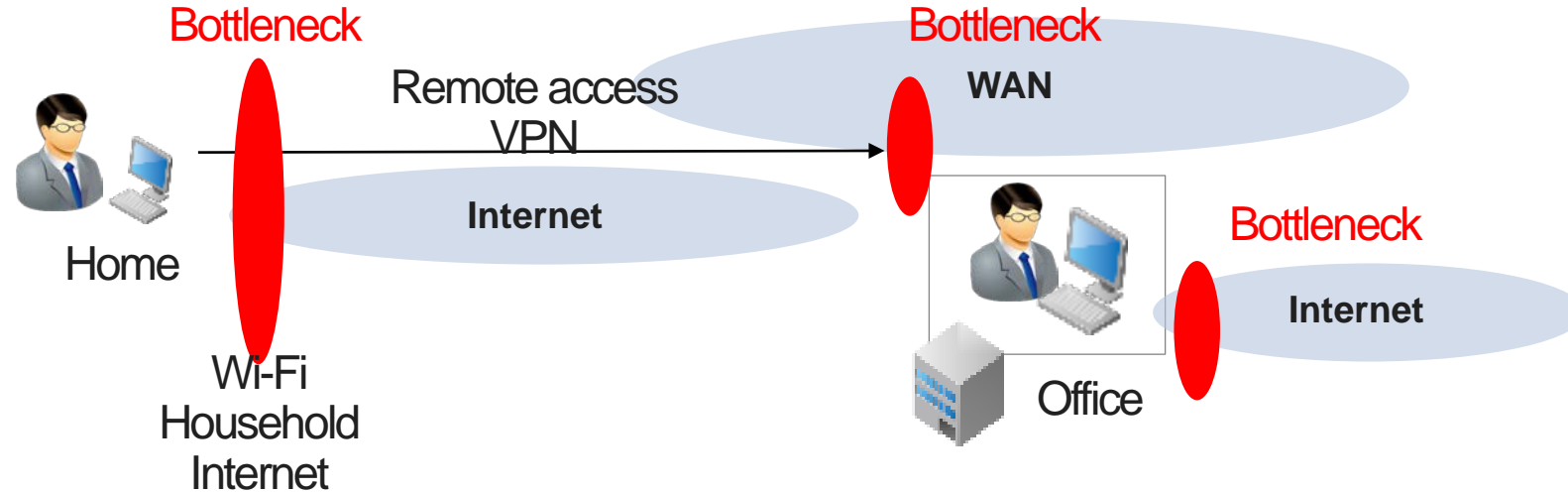
Main reasons for Slow and Poor Connectivity

Wi-Fi setting at home

Internet connectivity quality at home

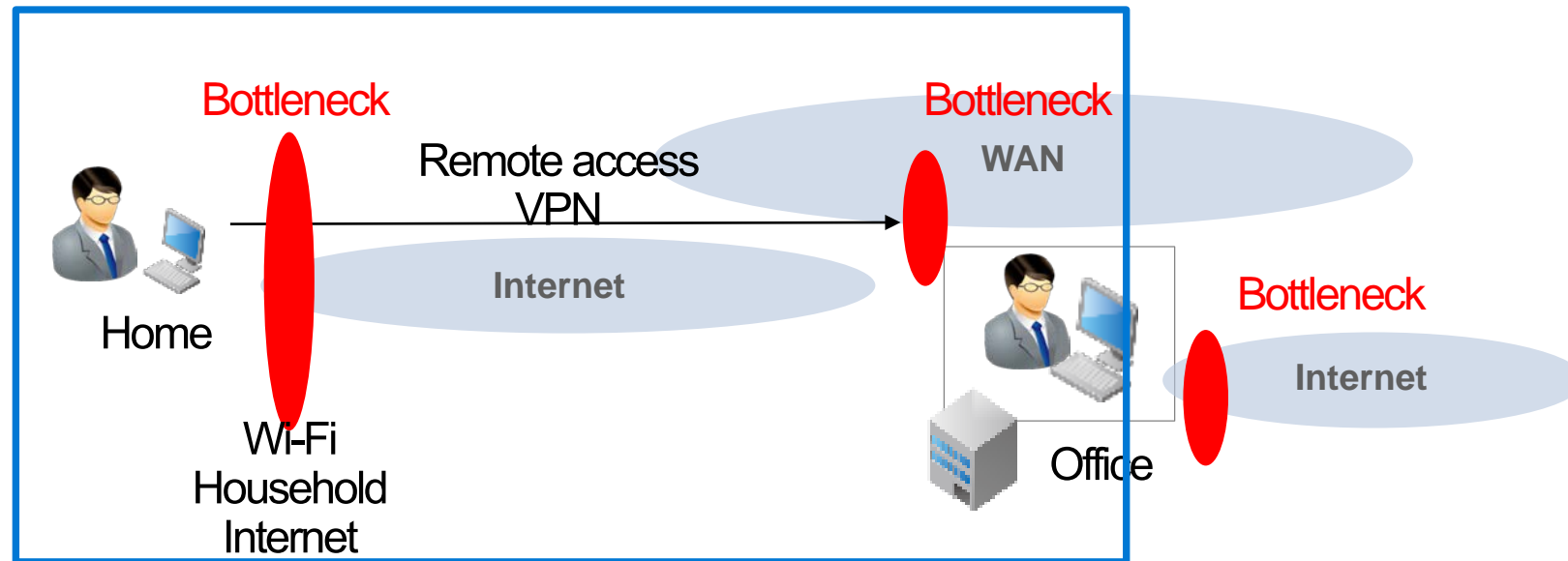
VPN servers for remote access and WAN line

Where are the bottlenecks?



There are bottlenecks in various places

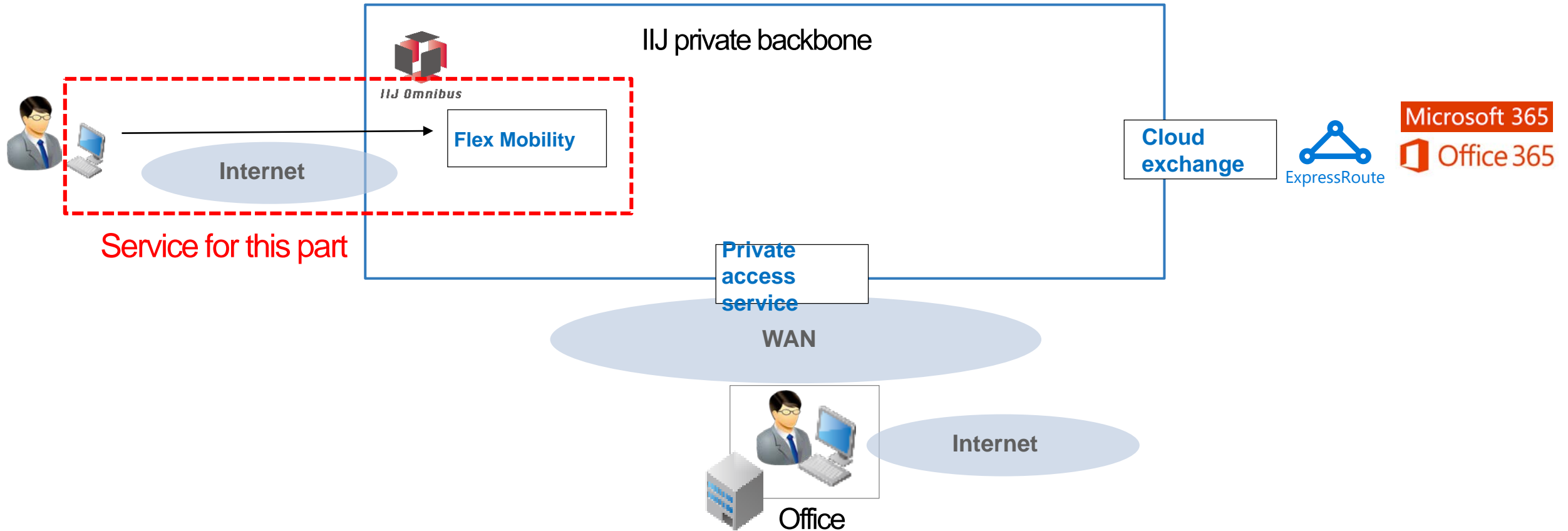
IJ Flex Mobility Service Solves the Bottlenecks



Microsoft 365
Office 365

Bottlenecks

Cloud VPN service



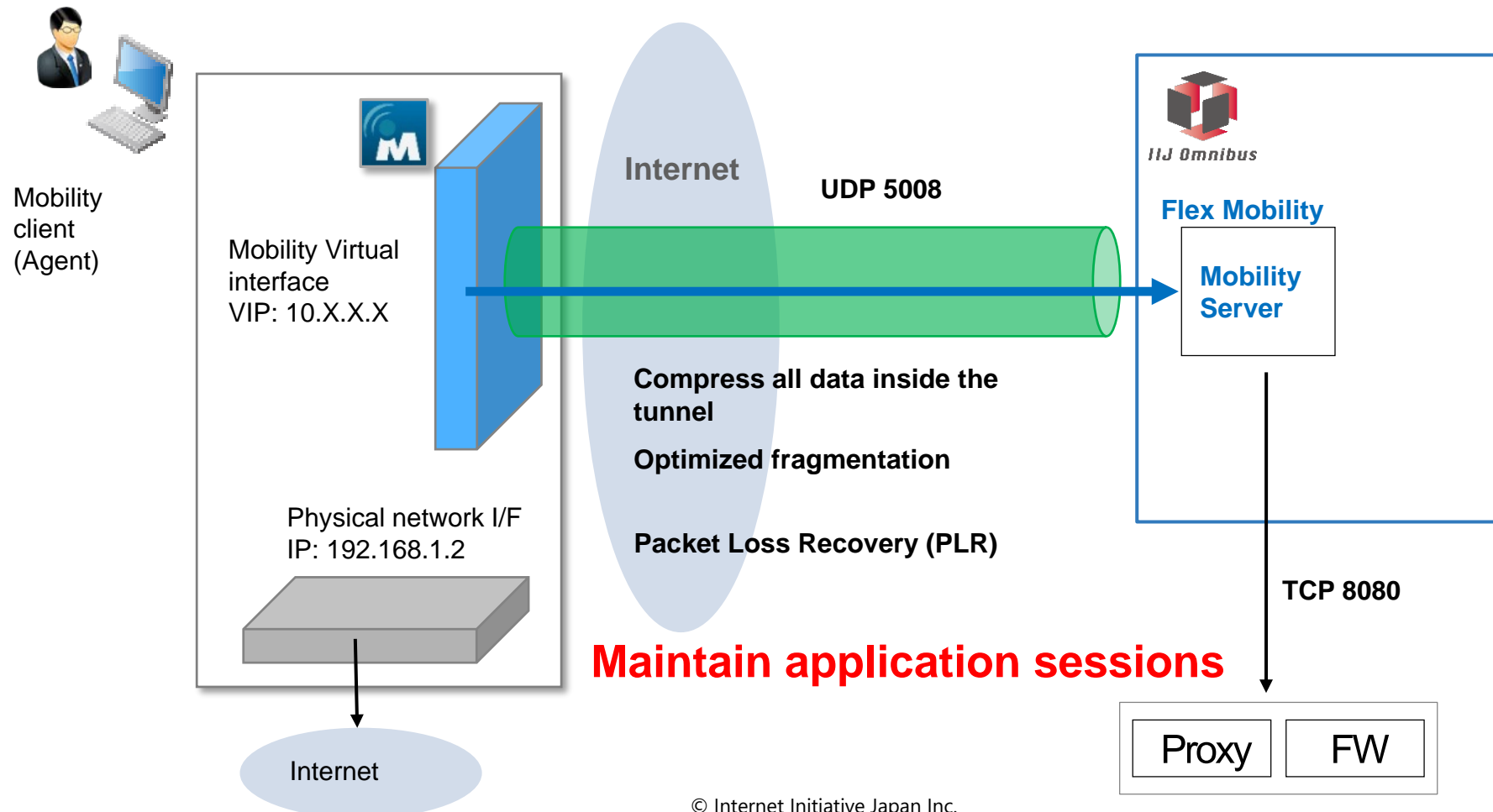
Provide VPN + Network as a service

IIJ Flex Mobility Service

Network based, High Speed, Reliable VPN
Service using NetMotion Mobility®
as an engine



Maintain sessions by increasing speed in VPN tunnel and controlling flow



Frequently occurring situation when working remotely

Connect to the in-house file server via VPN and edit a PPT document



Save the file and close the PC (sleep/lock)



Open the PC and start editing the document again

Start forgetting about VPN

New Issues emerged with Remote Work

Is security in teleworking OK?



Who connects from where?

Is the connecting PC safe?



Isn't it a public Wi-Fi?

Is there a risk of information leakage?



Access status is invisible...

Insecure about the shift to teleworking

What we hear

Worry about security when working from home

Sending employee's desktop to his/her home



Sending PC to home

Network bandwidths are in shortage because of teleworking?

We receive more complaints of slow connections...

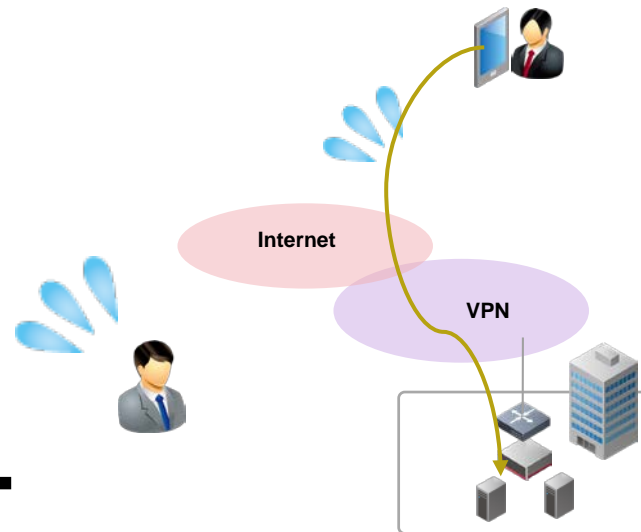
No idea why...



Suddenly short of bandwidth?

Which part should be sped up?

Usage status is invisible...



No idea what to do...

Inquiries about unstable connections



They blame us for unstable connection, but what about their Wi-Fi connections at home?

There is no way to know about their home Internet connection...

Without knowledge about the users' environments...

troubleshooting is difficult ...

What issues of teleworking will come up to the surface in the future?

Security
Department
Information
Systems
Department

Security

Information
Systems
Department

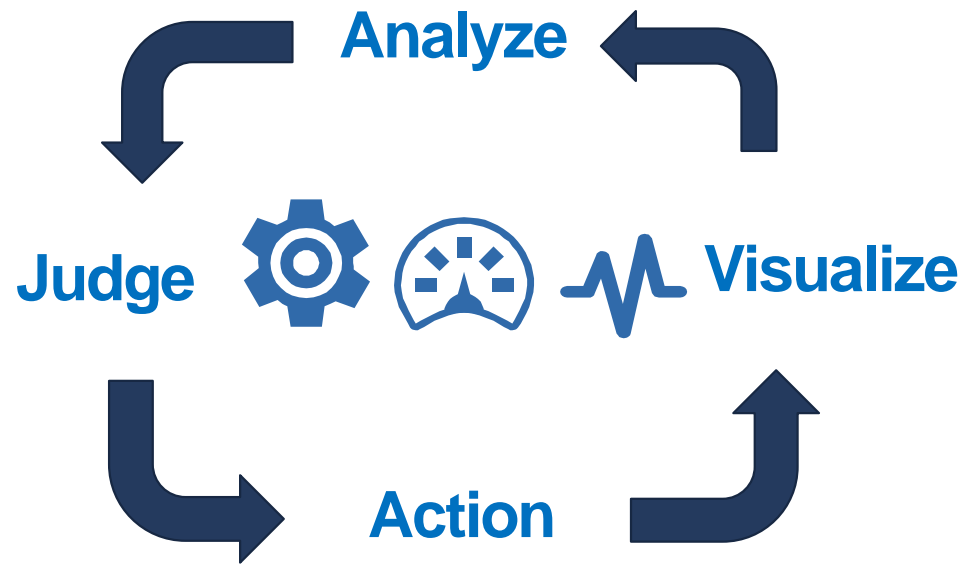
Network bottleneck

Employees
Information
Systems
Department

Troubleshooting

How to fix?

Visualize status of communications and security status



Follow the Visualization \leftrightarrow Action cycle

Zero Trust Approach toward Security Issues

What is Zero Trust Architecture?

“Zero Trust Architecture” is proposed by the National Institute of Standards and Technology (NIST) in its “SP800-207”

NIST Special Publication 800-207

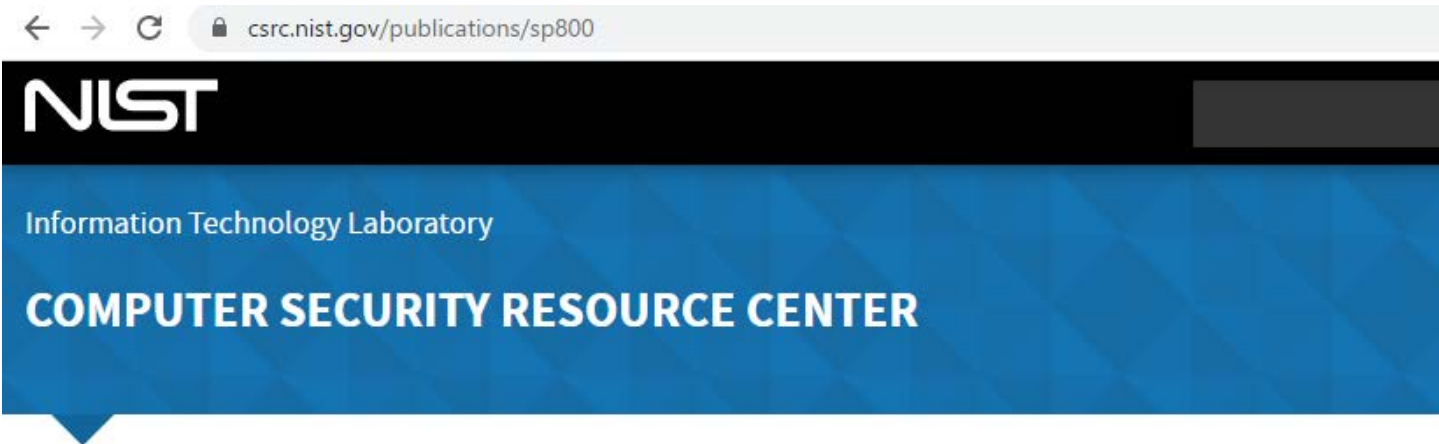
Zero Trust Architecture

Scott Rose
Oliver Borchert
Stu Mitchell
Sean Connelly

This publication is available free of charge from:
<https://doi.org/10.6028/NIST.SP.800-207>

COMPUTER SECURITY

NIST
National Institute of
Standards and Technology
U.S. Department of Commerce

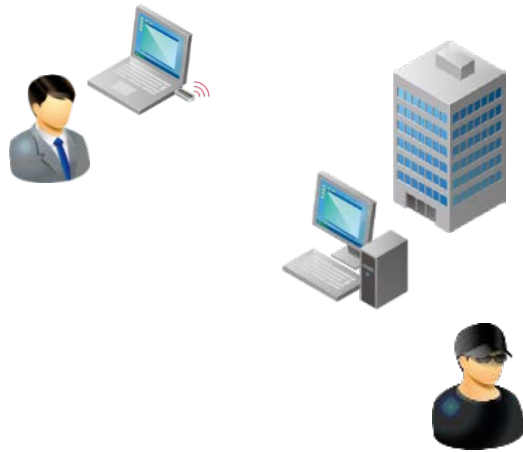


The screenshot shows the top portion of a web browser. The address bar contains the URL csrc.nist.gov/publications/sp800. Below the address bar is a dark blue header with the NIST logo on the left. Underneath the logo, the text reads "Information Technology Laboratory" and "COMPUTER SECURITY RESOURCE CENTER" in white, bold, uppercase letters.

SP	800-207	Zero Trust Architecture Download: SP 800-207 (DOI) ; Local Download ; ZTA project at NCCoE	Final	8/11/2020
----	---------	--	-------	-----------

Background for emerging concept of Zero Trust

Flexible working style



Office, home, etc.

Enterprise IT resource everywhere



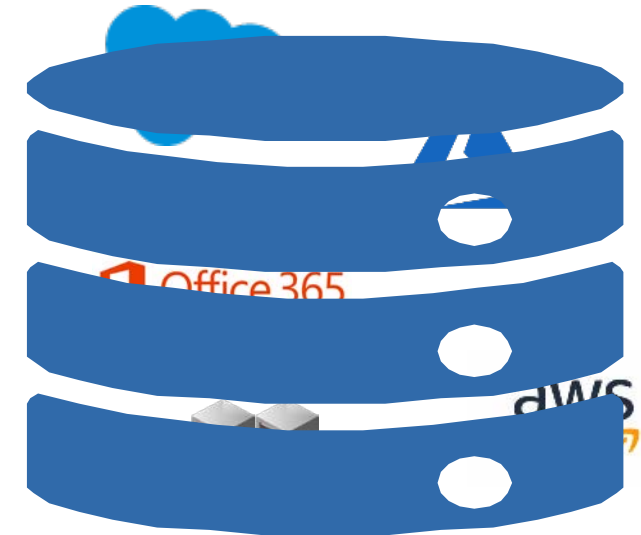
Cloud, On-premise etc.

Essence of Zero Trust

How to Protect?



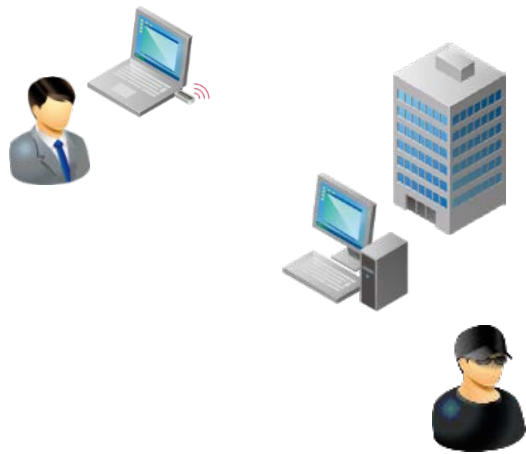
Enterprise IT resource
everywhere



Data, resource etc.

Essence of Zero Trust

Flexible working style



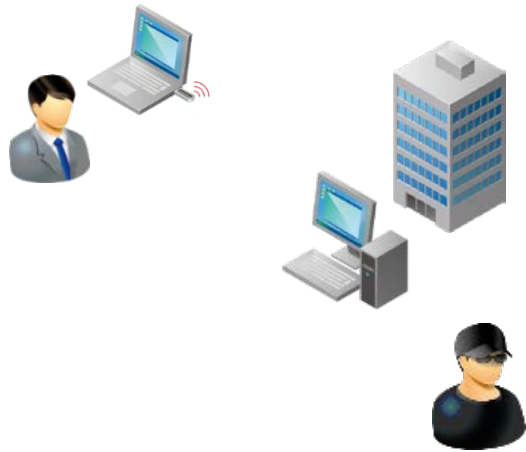
Office, home, etc.



Basically,
Do Not Trust the
Origin of Access
Point

Essence of Zero Trust

Flexible working style



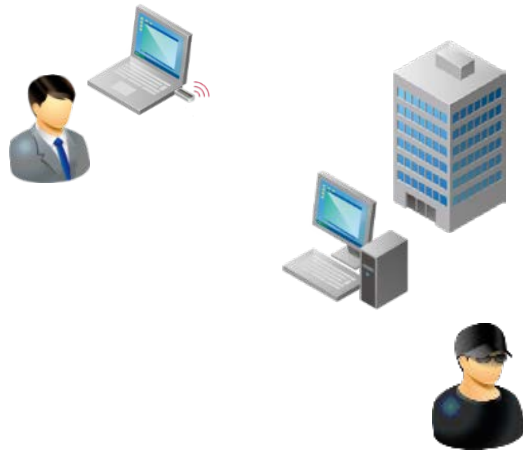
Office, home, etc.



Check the policy
every time

Essence of Zero Trust

Flexible working style

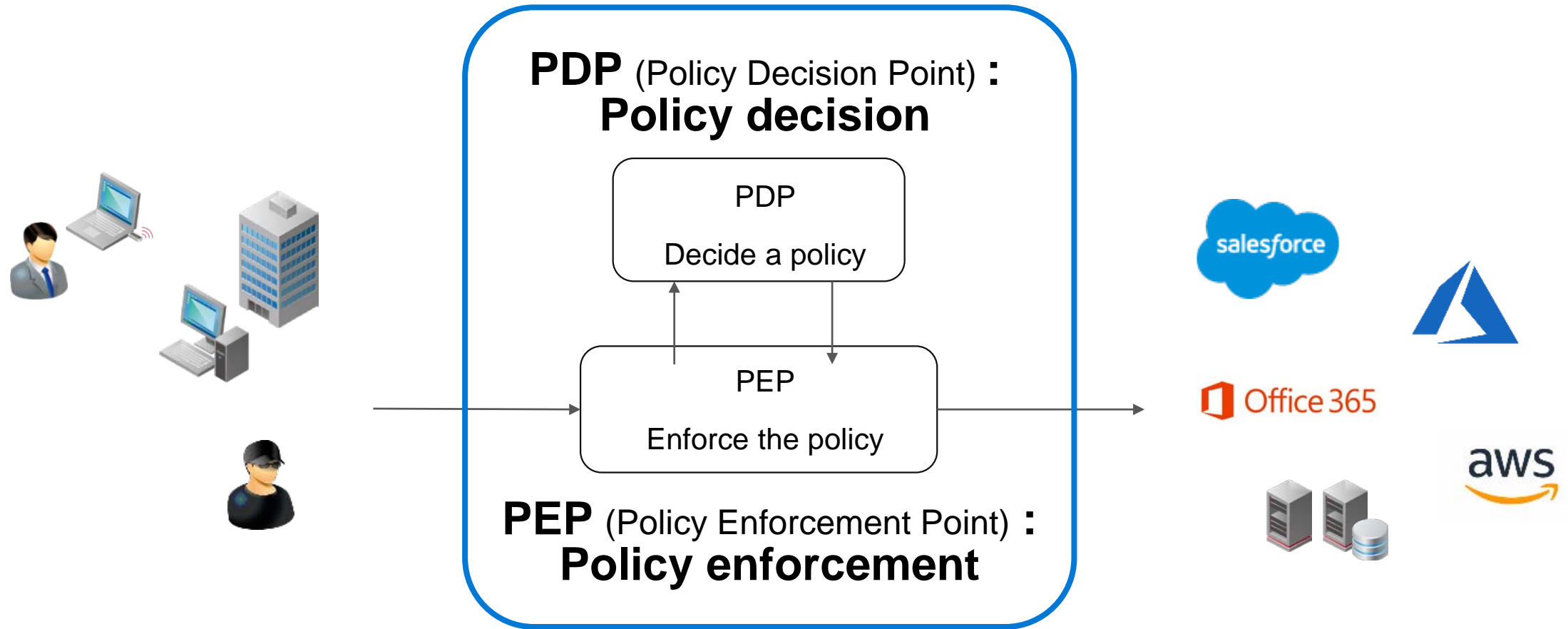


Office, home, etc.



Approve if match

What you need:



Concentrate policy decision and enforcement in one place

Basic requirements for Zero Trust

Point) “All” are target for the access destination resource

Point) Do not trust any network location

Point) Check authorization before every session

Point) Dynamically judge authorization in the client’s context

How to determine authorization policies

Basic requirements for Zero Trust

Point) **Keep** the devices safe

Point) Reflect the status of communications in the policies while always **collecting the information**

How to operate the authorization policies

→ Revise/improve the policies based on the collected information

SASE (Secure Access Service Edge)

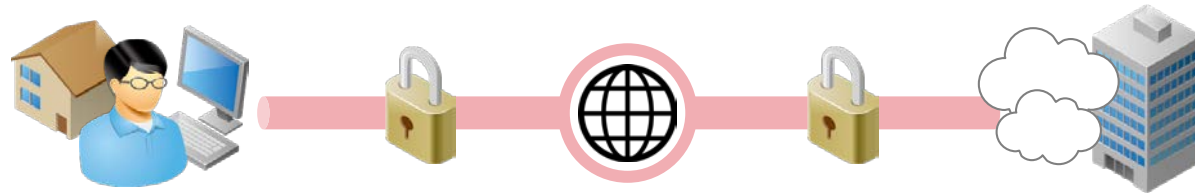
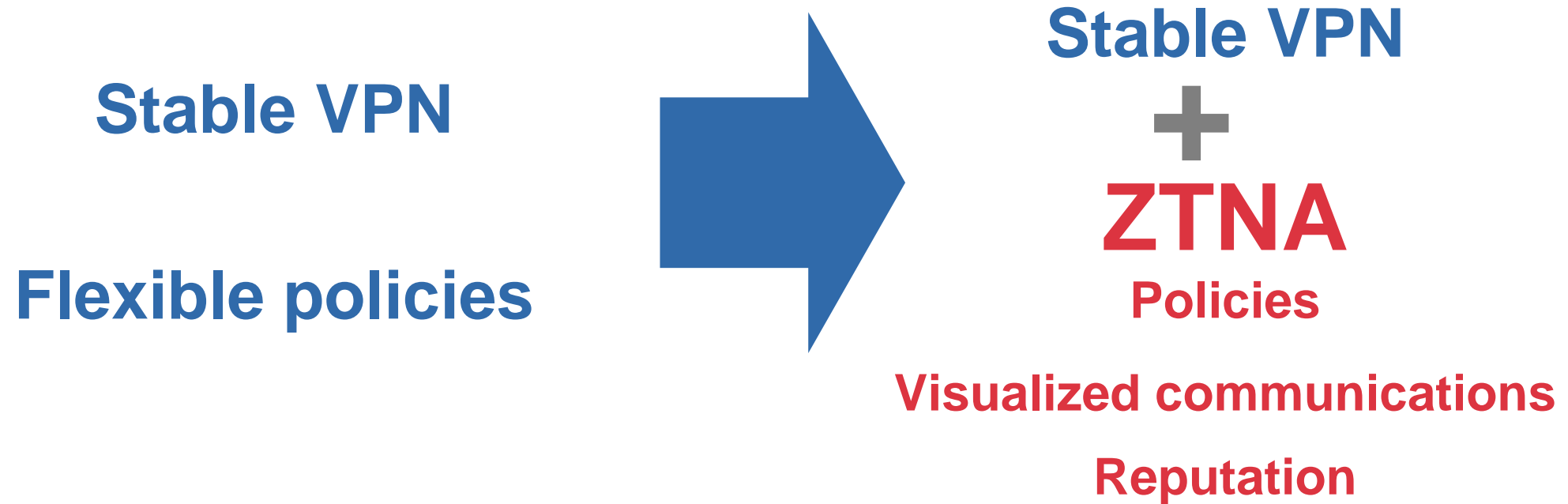
Concept proposed by Gartner

Zero Trust based criteria to realize

Define ZTNA (Zero Trust Network Access) to realize PDP/PEP

IIJ Flex Mobility Service/ZTNA

IIJ Flex Mobility Service/ZTNA



New Flex Mobility Service with enhanced ZTNA functions

Flex Mobility Service /ZTNA Service Menu

Released on
January 31, 2022

Starter
Small start plan

Simple and inexpensive use
* Succession of FXC

Items available in this plan:

- Bandwidth: 100Mbps
- Device license: From 100 to 500lic

Released on
January 31, 2022

Core
Enterprise VPN + ZTNA

Comfortable VPN+ZTNA
* Succession of FXC

Items available in this plan:

- Bandwidth: From 200Mbps to 2Gbps
- Device license: From 100 to 60,000 lics

To be released in the
end of March 2022

Complete
Digital Experience Monitoring

Monitoring function
* Core+ Visualization

Items available in this plan:

- Bandwidth: From 200Mbps to 2Gbps
- Device license: From 100 to 60,000 lics
- Storage period of visualized logs: 90 days/180 days/360 days

The menu can be changed seamlessly

Starter



Core

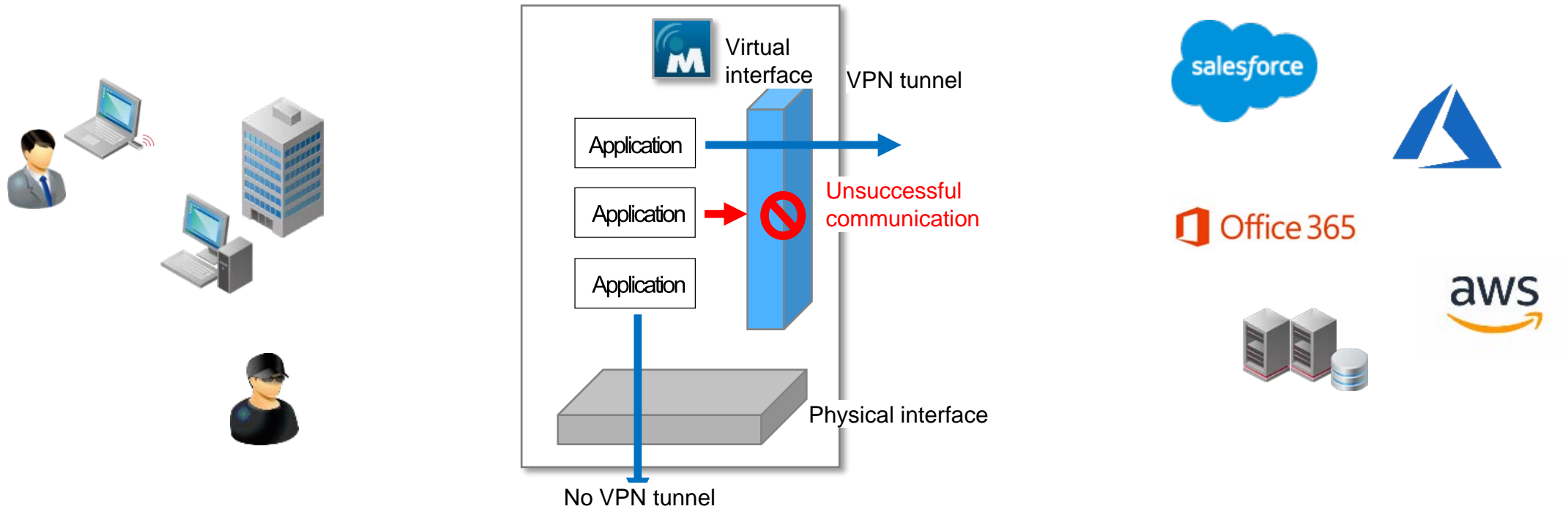


Complete



IIJ Flex Mobility Service

PDP·PEP at Zero Trust Architecture



Flexible policy control in various contexts

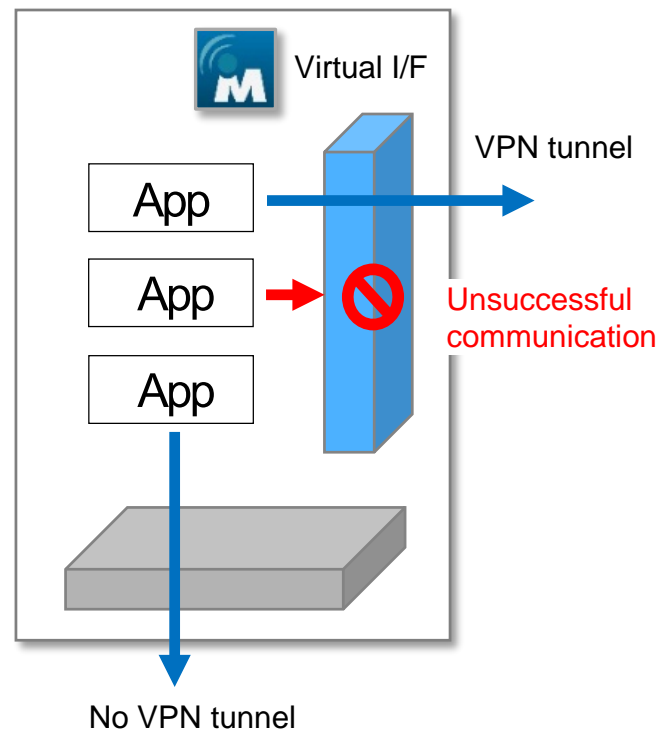
Status

- Policies
- SSID /BSSID (Location)
- Time
- Connection status
- Battery
- AD group
- ...

×

- NAC
- OS version
- Windows program updates
- Antivirus programs
- ...

Action



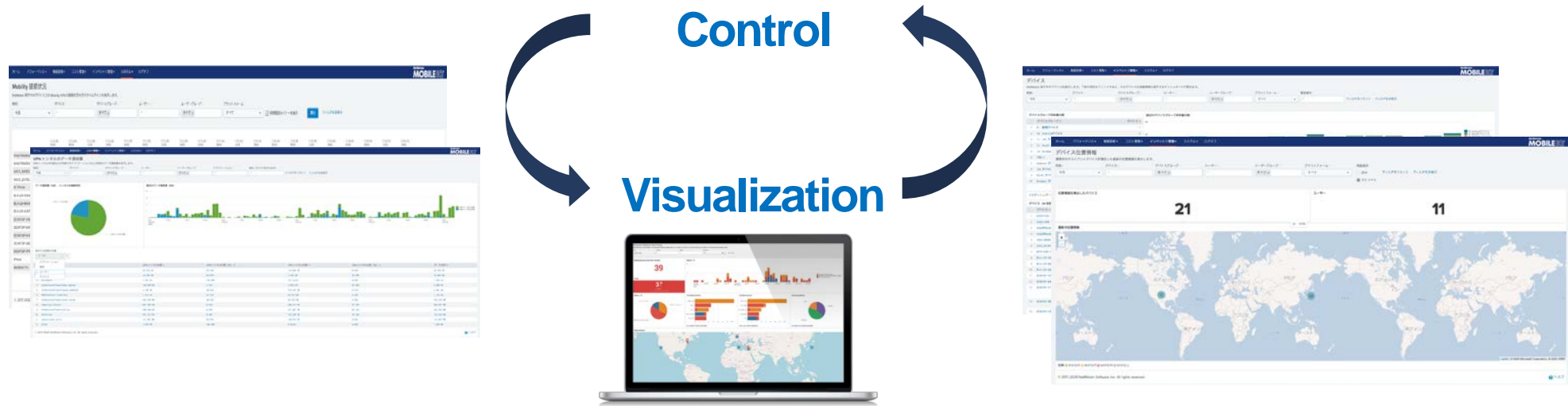
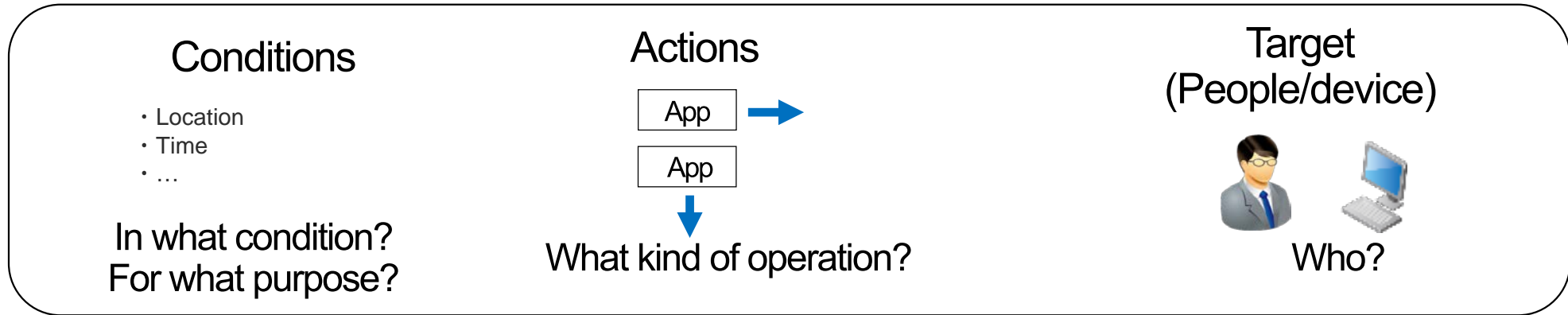
×

Target (People/device)



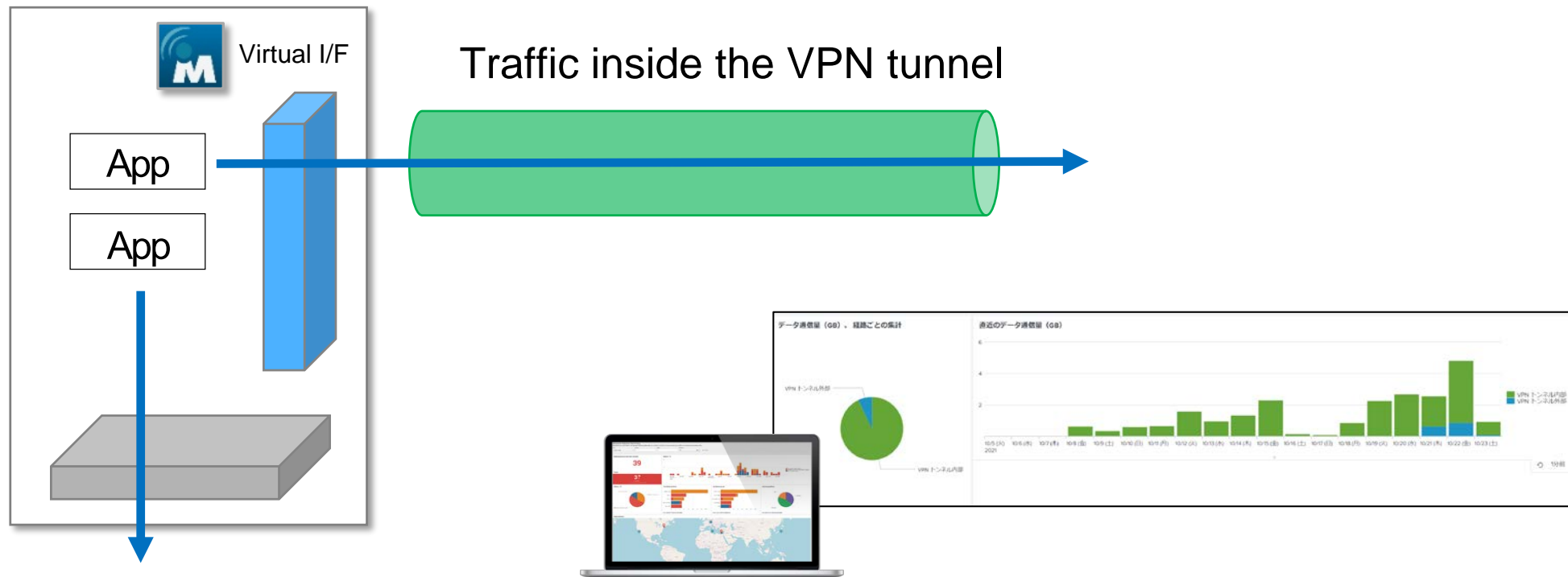
Real-time execution on a device

Provide a function to visualize communications



Follow the Visualization-Control cycle

Visualization of traffic outside the tunnel, too



Visualize/control all the traffic on a device

Visualization and Control cycle offered by New IIJ Flex Mobility Service

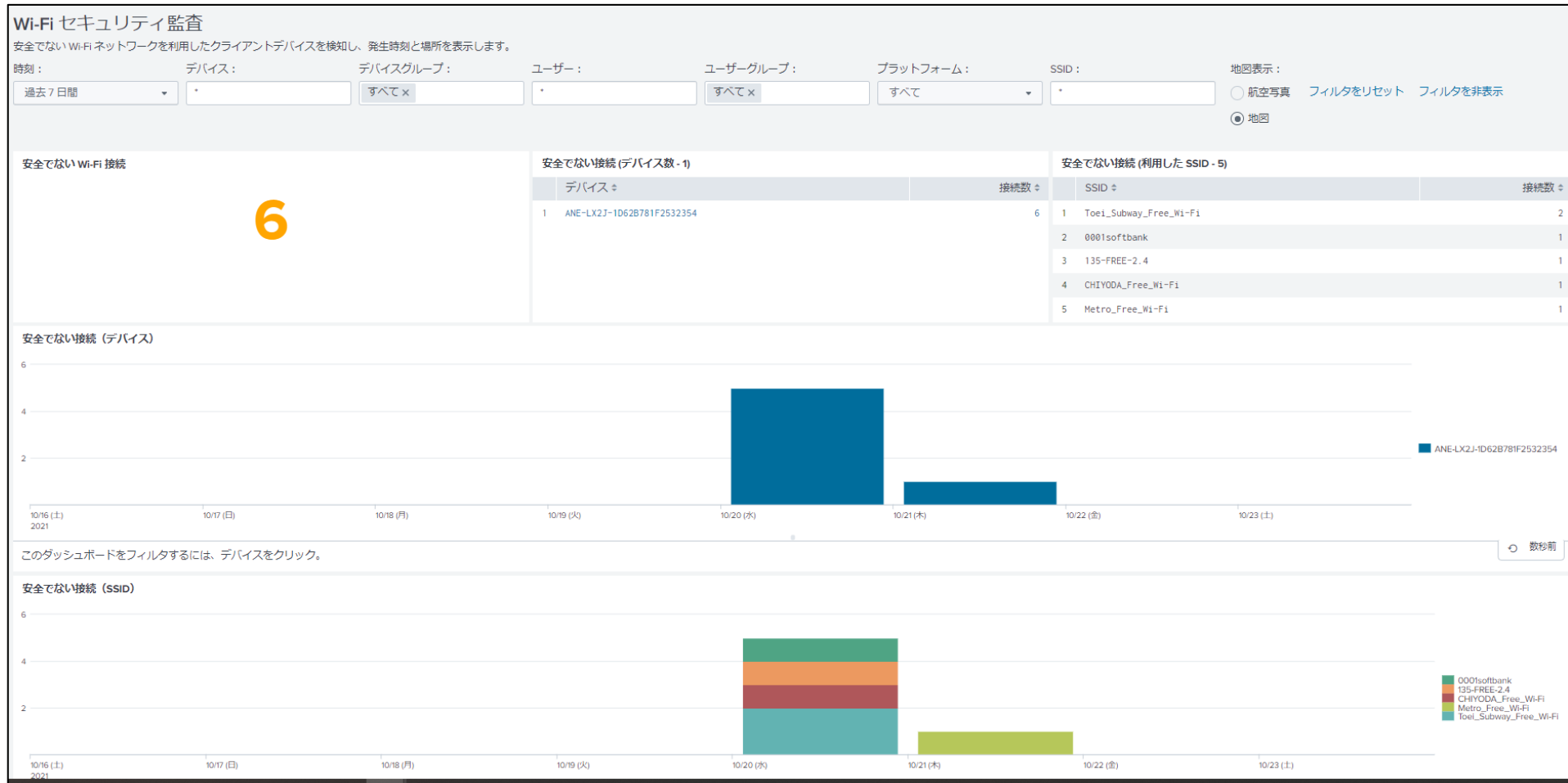
Security

Control connectivity by visualizing a user's access situation

Dashboard for Threat Status



Dashboard for Wi-Fi Security Audit



Monitor entire access situation with potential risks

Specify the name of a device at the access point

安全でない接続 (デバイス数 - 1)	
デバイス	接続数
1 ANE-LX2J-1D62B781F2532354	6

Specify the SSID at the access point

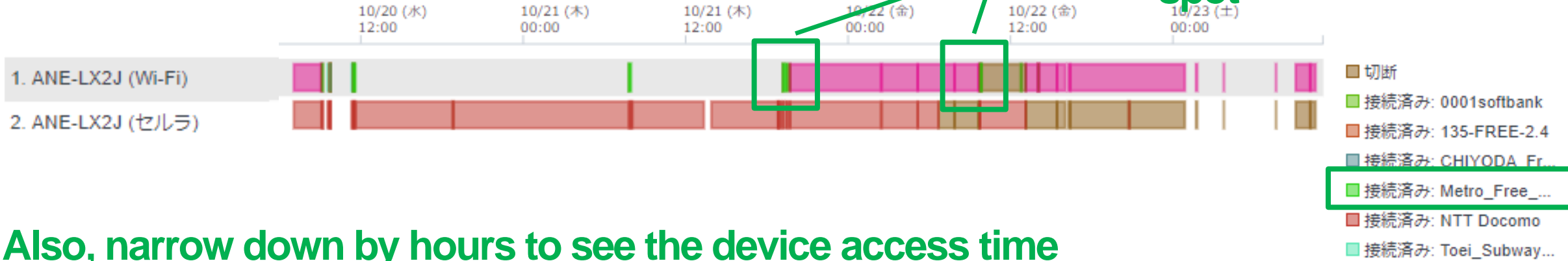
安全でない接続 (利用した SSID - 5)	
SSID	接続数
1 Toei_Subway_Free_Wi-Fi	2
2 0001softbank	1
3 135-FREE-2.4	1
4 CHIYODA_Free_Wi-Fi	1
5 Metro_Free_Wi-Fi	1

Specify the date of access



Detected that a certain device accessing Free Wi-Fi like access point

Status of a device



Also, narrow down by hours to see the device access time

Activity log

Activity

日付と時刻	アクティビティ	詳細
2021/10/21 - 19:28:01	ローミング	POP (ローカル) アドレス 100.76.149.189
2021/10/21 - 19:27:59	Wi-Fi ネットワークから切断	
2021/10/21 - 19:26:57	Wi-Fi BSSID の変更	
2021/10/21 - 19:26:14	Wi-Fi BSSID の変更	
2021/10/21 - 19:11:58	Wi-Fi ネットワークに接続	
2021/10/21 - 19:11:57	セルラネットワークに接続	
2021/10/21 - 19:11:56	Mobility サーバーに接続	Mobility
2021/10/21 - 19:11:52	Mobility サーバーから切断	Mobility: クライアントが同じデバイスから新規接続を確立しました
2021/10/21 - 19:11:25	Wi-Fi ネットワークに接続	
2021/10/21 - 19:11:23	Wi-Fi ネットワークが有効	

Wi-Fi spot (SSID, BSSID), base station ID

インターフェース	ネットワーク ID
セルラ	
Wi-Fi	Metro_Free_Wi-Fi (BSSID = 10-BD-18-F1-C3-36)
Wi-Fi	Metro_Free_Wi-Fi (BSSID = 10-BD-18-F1-C3-36)
Wi-Fi	Metro_Free_Wi-Fi (BSSID = 10-BD-18-F1-C3-39)
Wi-Fi	Metro_Free_Wi-Fi (BSSID = 0A-00-23-FD-66-EB)
セルラ	NTT Docomo (基地局ID= 35003925)
Wi-Fi	Metro_Free_Wi-Fi
セルラ	
Wi-Fi	Metro_Free_Wi-Fi (BSSID = 0A-00-23-FD-66-EB)
Wi-Fi	

Can it be a vehicle if such is frequently changing BSSID for the same Wi-Fi?

Where is this Wi-Fi spot located?



From the access map, learned that it is a subway's Wi-Fi



Conclusion:
A certain Android device was connecting to subway's free Wi-Fi spot when moving

Check the details of a device at the origin of access

デバイス: ANE-LX2J-1D62B781F2532354 - デバイスアクティビティ詳細

デバイスグループ	メーカー	モデル	プラットフォーム	OSバージョン
[なし]	HUAWEI	ANE-LX2J	Android	9

ネットワークアダプタ

インターフェース	製造元	モデル	携帯電話キャリア
セルラ	HUAWEI	ANE-LX2J	NTT Docomo
Wi-Fi	HUAWEI	ANE-LX2J	

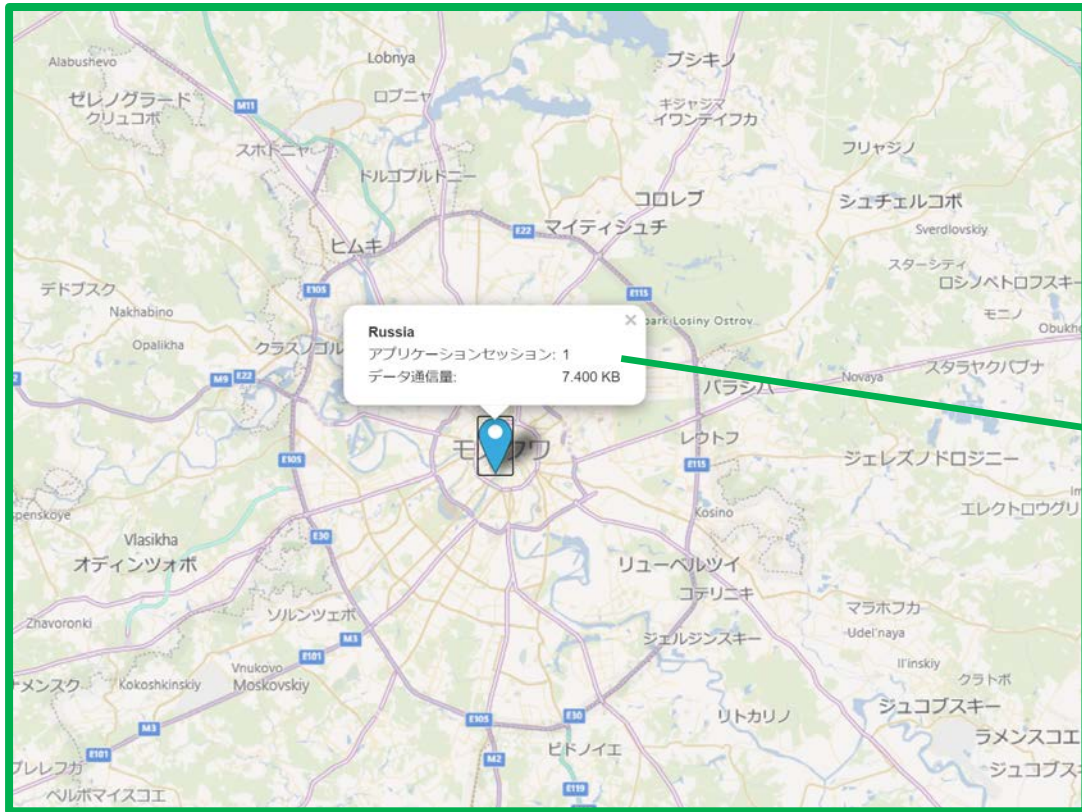
カテゴリの詳細

リスク	カテゴリ	脅威の説明	宛先ホスト名	デバイス	ユーザー	アプリケーション
!	アドウェア	情報の追跡や収集、ポップアップ生成、プログラムのインストールをユーザーの同意なしに実行するサイト	counter.yadro.ru	ANE-LX2J-1D62B781F2532354	MOBILITY\es-user	com.android.chrome

Check where the device accessed

This Android device is accessing via chrome to a Adware website that is highly risky!!

宛先: counter.yadro.ru						IP アドレス	
最終アクセス日時	カテゴリ	リスク	アプリケーションセッション	データ通信量	ホストの IP	プロトコル	
2021/10/24 - 11:55:19	アドウェア - セキュリティ	高	3	12.730 KB	1 88.212.201.216:443	TCP	
2021/10/19 - 13:19:11			1	7.400 KB	2 88.212.201.216:80	TCP	



IP address of destination host:
Learned about the port

Learned about the host destination area from the map

Learned about the access point by using IP location!!

Updating Action and Policy

1st step: isolate the device

接続リスト 最終更新 11:15

表示

接続数: 6 / 1 ページサイズ: 50

再接続 | 切断 | デバイスの隔離 | ユーザーの隔離 | デバイスの構成 | ユーザーの構成


<input type="checkbox"/>	デバイス名	ユーザー名	サーバー	ステータス	NAC ステータス	仮想アドレス	ローカルアドレス	バージョン	OS	バッテリー
<input checked="" type="checkbox"/>	ANE-LX2J-1D62B781F2532354	MOBILITY#es-user	Mobility	接続済み	該当なし	192.168.0.119	150.31.18.162:35896	12.12	Android	83%

2nd step: Set up a policy to block unencrypted Wi-Fi access point

アクセスポイント

- アクセスポイントの SSID が次の条件を満たす場合
- アクセスポイントの BSSID が次のアドレスである場合
- アクセスポイントのセキュリティが次の条件を満たす場合

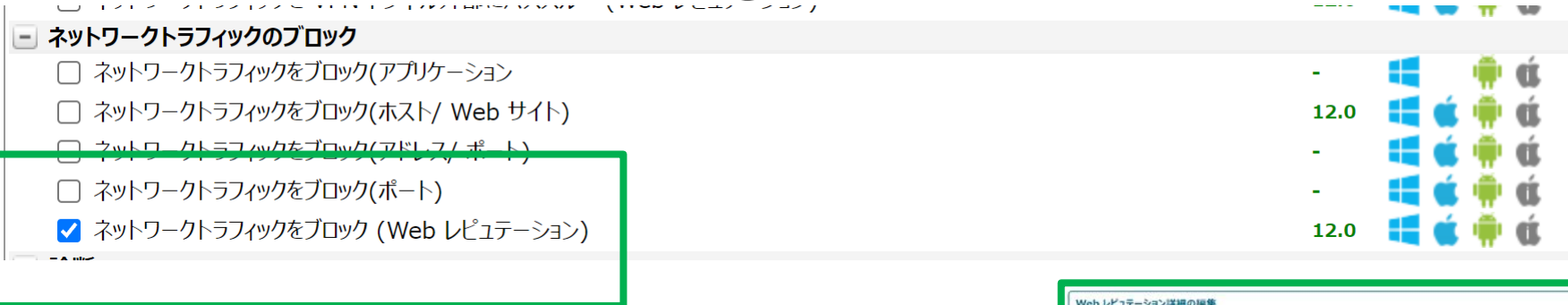
11.5



※Additionally, we could think about having the entire communication into VPN tunnel to encrypt etc.

Review connectivity policy based on gathered traffic information

Updating Action and Policy



Set up policy that blocks access by designating risks and categories



Review security policy based on gathered traffic information

Learn about Network Bottlenecks

Control communication by visualizing VPN traffic situation

Dashboard for VPN communication situation



Entire communication is located inside of VPN tunnel

Traffic increasing?!

アプリケーション	VPN トンネル内部	VPN トンネル内部 (%)	VPN トンネル外部	VPN トンネル外部 (%)	データ合計
iOS Application	3.173 GB	100.00%	0 bytes	0.00%	3.173 GB
Teams.exe	1.081 GB	100.00%	0 bytes	0.00%	1.081 GB
com.google.android.youtube	433.003 MB	100.00%	0 bytes	0.00%	433.003 MB
chrome.exe	271.627 MB	100.00%	442 bytes	0.00%	271.627 MB
msedge.exe	243.640 MB	100.00%	518 bytes	0.00%	243.640 MB

CLICK!



Check to see from Teams, the application using the most traffic

Data traffic volume within VPN tunnel

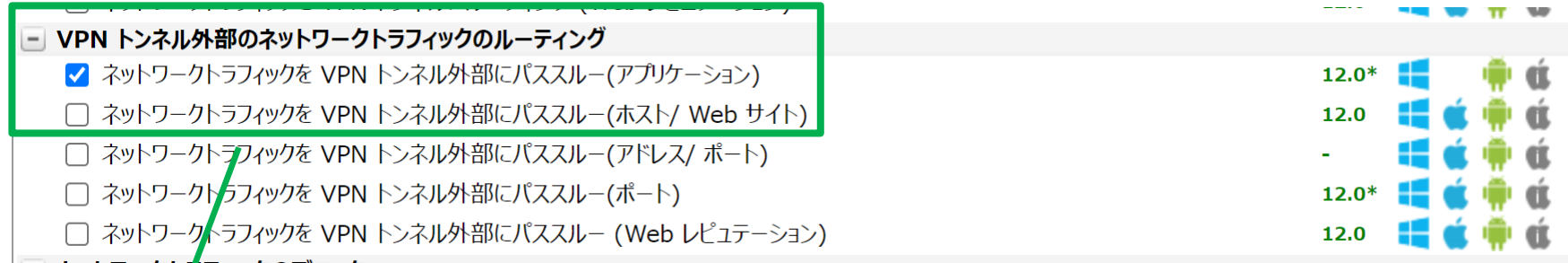
Gather information about traffics for Teams



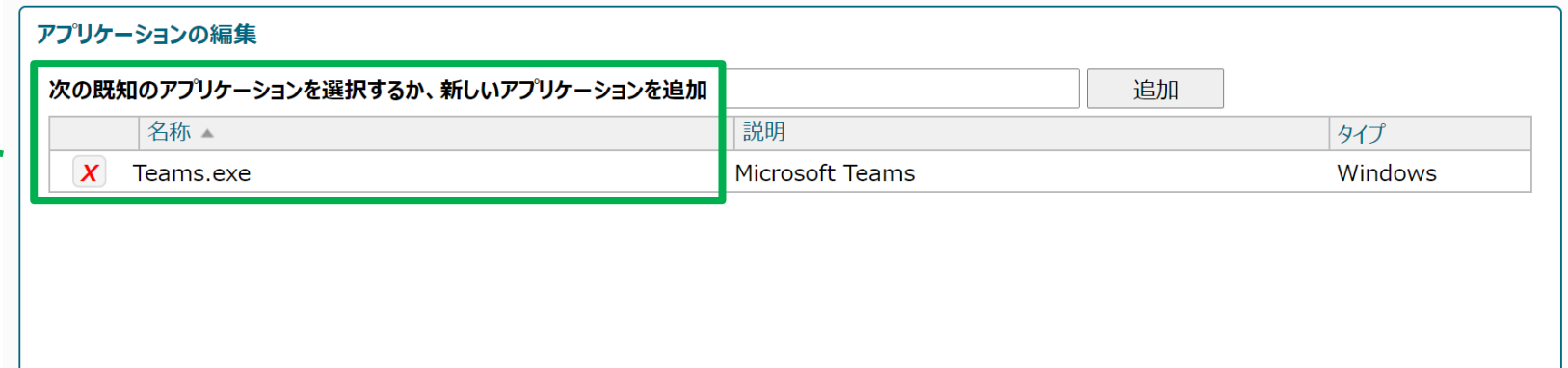
Traffics for Teams are suddenly increasing!

Before bottlenecks are realized, consider split tunnel

Updating Action and Policy



Pick Teams Application and check pass-through at outside VPN setting



Review connectivity policy based on gathered traffic information

Data traffic volume within VPN tunnel

アプリケーション: Teams.exe

通信量の合計 (GB)

1.7712

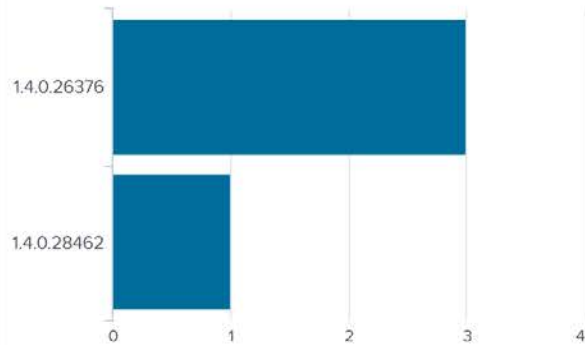
VPN トンネルの内部のデータ (GB)

0.9890

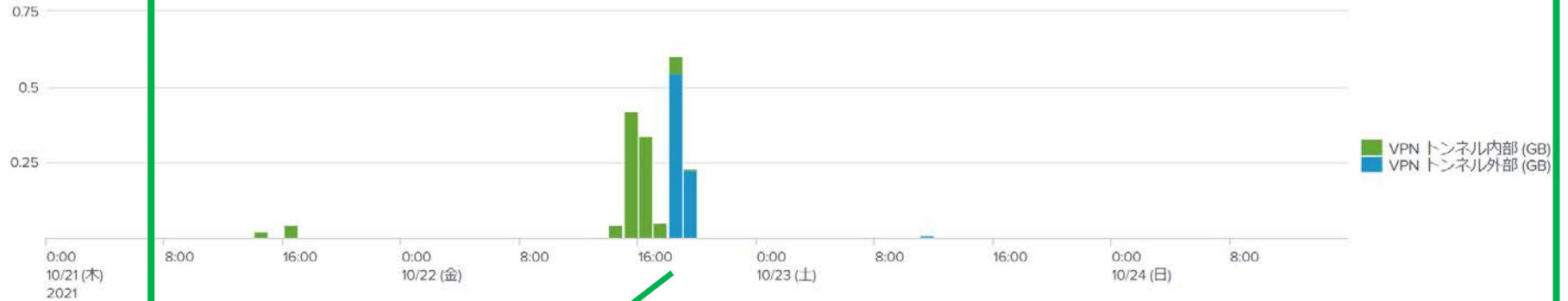
VPN トンネルの外部のデータ (GB)

0.7822

デバイス数別バージョンの使用



データ通信量 (GB)



アプリケーションのバージョン固有のダッシュボードを開くには、アイテムをクリック。: Teams.exe

Teams connectivity is split and changed to external VPN

Able to prevent bottle neck risks!!

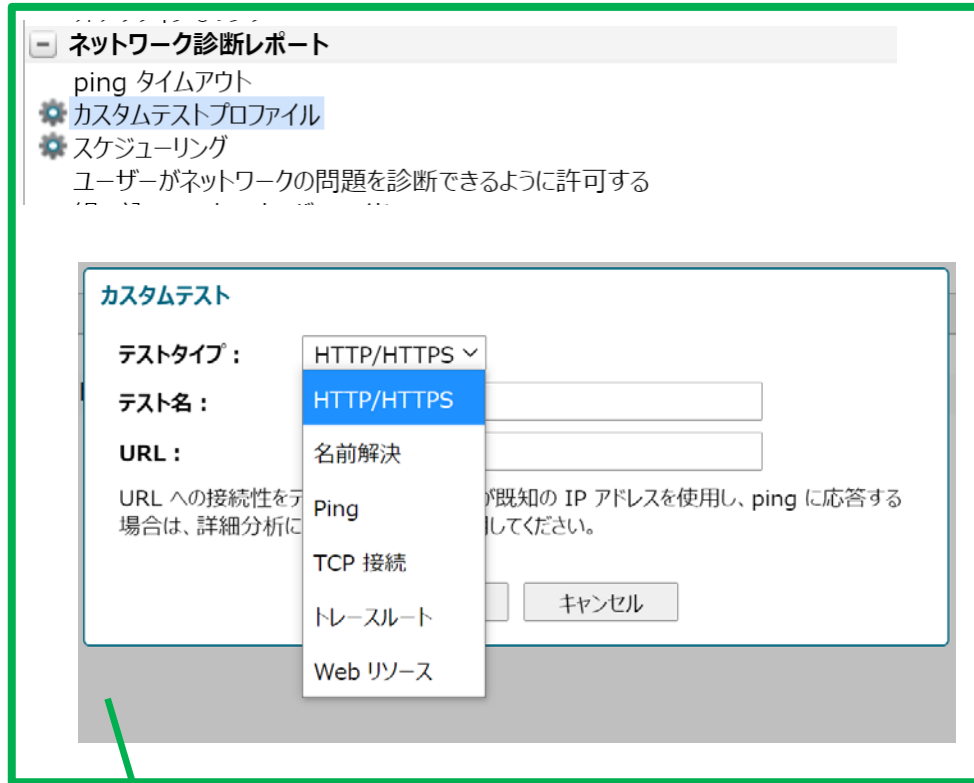
Trouble shooting

User inquires about “unstable connectivity”

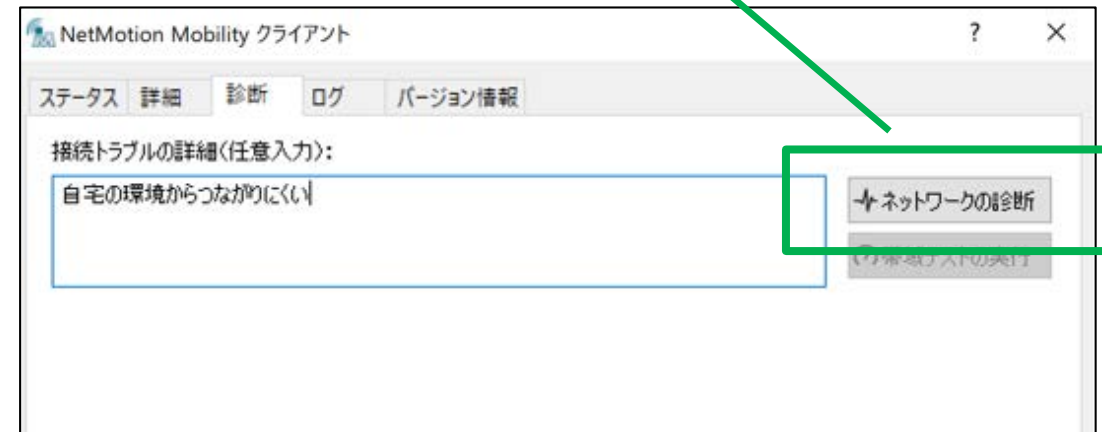
Connectivity test from a user setting



Once a user clicks on a “check Network,” connectivity test is implemented



Administrator arranges test



No issue at Wi-Fi signal level

Wi-Fi ステータス	接続済み
Wi-Fi プロファイル	[Redacted]
Wi-Fi 接続モード	自動
Wi-Fi BSSID	[Redacted]
Wi-Fi SSID	[Redacted]
Wi-Fi タイプ	インフラストラクチャ
Wi-Fi シグナル (0~100)	82

Seems like my home Internet connectivity is the issue...

Failed to Ping Traceroute at the designated host

✖ インターネット接続
詳細の非表示
Test Summary
Host name resolution to host name http://diag2.localitycloud.com result: Fail
Ping to 18.208.81.151 result: Fail
Ping to 2600:1f18:619f:8800:63d3:cab2:9cdd:b6bb result: Fail
Page Load Result: Fail

Trace Route Statistics			
Tracing a route to 18.208.81.151 [18.208.81.151]			
Over a maximum of 30 hops			
1	*	*	* Request timed out
2	*	*	* Request timed out
3	*	*	* Request timed out
4	*	*	* Request timed out
5	*	*	* Request timed out
6	*	*	* Request timed out



Trouble shooting based on connectivity test

What issues of teleworking will come up to the surface in the future?

Security
Department
Information
Systems
Department

Security

Information
Systems
Department

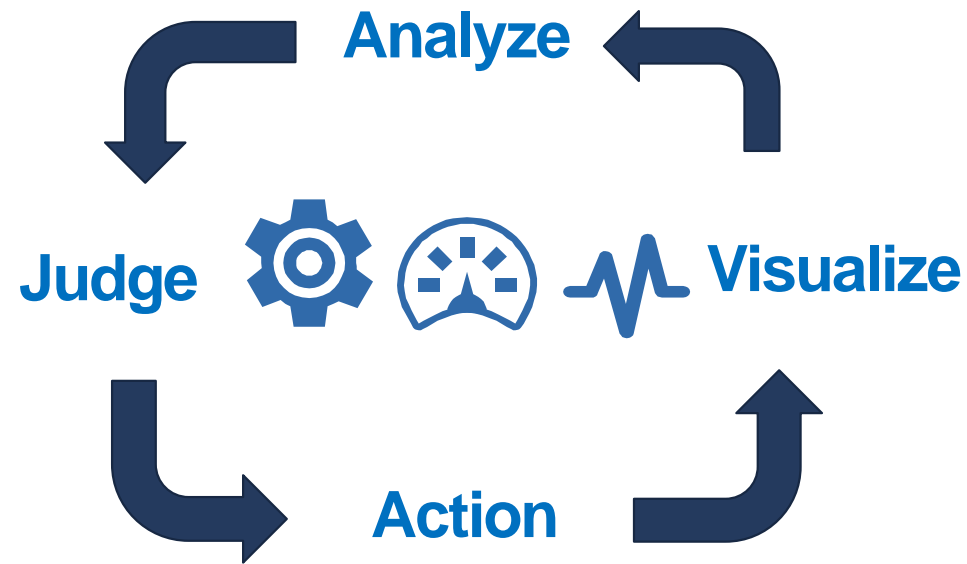
Network bottleneck

Employees
Information
Systems
Department

Troubleshooting

Solve them with the new Flex Mobility

Visualize status of communications and security status



Follow the Visualization <-> Action cycle



The internet started in Japan in 1992, along with IIJ. Since that time, the IIJ Group has been building the infrastructure for a networked society, and with our technical expertise, we have continued to support its development. We have also continued to evolve our vision for the future and innovate to make it a reality. As an internet pioneer, IIJ has blazed the trail so that others could realize the full potential of a networked society, and that will never change. The middle "I" in "IIJ" stands for "initiative," and IIJ always starts with the future.

Disclaimer

Statements made in this presentation regarding IIJ's or managements' intentions, beliefs, expectations, or predictions for the future are forward-looking statements that are based on IIJ's and managements' current expectations, assumptions, estimates and projections about its business and the industry. These forward-looking statements, such as statements regarding revenues, operating and net profitability are subject to various risks, uncertainties and other factors that could cause IIJ's actual results to differ materially from those contained in any forward-looking statement.