

## **Telcos best suited to secure devices**

25/11/13

Most people in developed countries assume the tap water is drinkable. Hongwen Zhang, co-founder & CEO Wedge Networks, insists that internet traffic should be the same. “When you open your laptop or mobile device, you shouldn’t be worried it will be contaminated. “

Zhang said that more than \$60 billion is spend annually on security solutions, but our networks and devices have more infections than ever. “Something is not quite working. A lot of effective solutions can’t be deployed across all devices. There has to be a way to turn this around.”

Using the example of measles, which has long had an effective vaccine, he said there are still outbreaks in developed countries, such as a recent case in Canada. The same concept applies to network security.

The security solutions are there but they aren’t being distributed at the right scale. The lack of success, he said, is due to the technology being too expensive for mass-market devices. “It needs to be more affordable, which is technical challenge.”

Speaking at a NetEvents conference last week, he suggests that the best distribution point for security solutions for SMBs is the service provider.

“But we first need to make it easy for SMBs to accept – show it works and they will pay. And we need a more cost-effective way to get service providers to do this. We need to help them make money.”

With the current state of the telco industry, with revenue from traditional services falling, he emphasized that every service provider needs to offer this service.