



CONNECTING
YOUR
WORLD
SECURELY



Letter from the CEO

FRANCIS DINHA

To our partners,

Thank you for your interest in OpenVPN. Our company is focused on continued growth and success, and we are achieving this by providing our clients and partners with the most transparent and secure enterprise VPN software on the market. But we are also committed to so much more than that. OpenVPN is, after all, open source — and our commitment to the community is unwavering.

Like the rapidly changing technology industry and workforce landscape, the future of VPN is bright, bold, and here to stay. For as long as the Internet has existed, there has been a need to keep data secure. We are in the Information Age, and VPNs are more needed than ever before. As businesses scale to new heights, so too does their threat risk — it's all connected. More locations, more remote employees, more devices, more information — and more cybercriminals.

As a result, an increasing number of businesses are transitioning their network security away from on-premises, and to the cloud instead; the convenience and cost savings are an added bonus. This paradigm means an entirely remote business landscape — data, security, access, and VPNs. With software-based VPN solutions, this type of network security can be deployed quicker and easier than we've seen historically. As such, VPNs will always be a necessary first line of defense for an organization's network security.

As our world becomes more technologically-driven, hackers increasingly attempt to take advantage of unsuspecting companies trying to scale — and that's where OpenVPN can help. In any and every case, our goal is always the same: to protect. We believe network security is essential for every business at every stage — which is why OpenVPN's main product, Access Server, is constantly evolving to meet shifting network security needs of organizations, no matter their size.

When you partner with OpenVPN, you're contributing to the mission to connect the world securely.

Thank you,
Francis Dinha, Founder & CEO

OpenVPN Today

As a provider of next-generation secure and scalable communication services, we deliver an award-winning, open source VPN protocol — which has emerged as the de facto standard in the open source networking space, with over 60 million downloads since inception.

We have an integrated suite of leading-edge, virtual networking technologies that provide secure, reliable, and scalable communication services. We not only fulfill the requirements of the traditional virtual private network (VPN) market, but also address the future demands of Software Defined Networks (SDN), remote access to private clouds, tunneling to Unified Threat Management (UTM) Firewall Clouds/Gateways, and tunneling to DDoS Clouds/Gateways to protect against malicious attacks.

OpenVPN, Inc. is the author of open source Virtual Private Network (OpenVPN) software and the provider of multi-platform OpenVPN applications across all OS platforms, including Windows, MAC, Linux, Android, and iOS. We also provide end-to-end OpenVPN Cloud Servers, OpenVPN Virtual Appliance Servers, OpenVPN Server-as-Software Packages, and OpenVPN-as-a-Service (Private Tunnel), addressing the market demands for Remote Secure Access, Access Control, and Cybersecurity for businesses of any size worldwide.

Thousands of businesses around the world trust OpenVPN Access Server to create an economical, isolated, and secure private network. This ensures their privacy on untrusted Wi-Fi and other public access networks, reduces network security risks with access control, and increases mobile workforce productivity - all necessary elements to ensure business success.

Leadership

At OpenVPN

FOUNDER & CEO // Francis Dinha
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Francis Dinha has been key in orchestrating growth at OpenVPN Inc. by building a viable business model to assure the company's continued success. Before he founded OpenVPN, Francis was the CEO at Iraq Development and Investment Projects where he played a principal role in architecting a joint venture to win the mobile communication license in Iraq and syndicated \$50 million in equity and debt financing from various entities. He has served as an architect and broadband system engineer at Ericsson, where he worked both in the U.S. and Sweden. Francis was also the founder and CTO of PacketStream, Inc., a company whose patented technology enabled dynamic Quality of Service provisioning of IP networks. Francis has a master of science in computer engineering from the University of Linkoping in Sweden.

CHIEF TECHNOLOGY OFFICER // James Yonan
james@openvpn.net

James Yonan founded the OpenVPN project in 2002, and has since then established OpenVPN as an award-winning offering in the open source security space. Prior to founding the OpenVPN project, he played a key role at Northfield Trading LP as the architect of TSE, a platform for rigorously evaluating the statistical fitness of financial trading models. James was also a lead developer at Mark Williams Company, an early pioneer in the effort to create C language and Unix tools for the original IBM PC. He studied mathematics and computer science at Reed College in Portland, Oregon.

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Our Mission

Our mission is to provide organizations with the ability to conduct business online securely.

Our Values

SECURITY

Providing online protection is the foundation of everything we do. We believe businesses deserve secure, private networks so that they can conduct business without being compromised, and continue to grow and positively contribute to society.

CREATIVITY

We seek innovative solutions to old and new problems. We approach everything from a posture of learning, eager to discover new connections, distinctive strategies, and unique ideas to make our work more efficient and effective.

COMMUNITY

We value our clients, employees, and open source community members. We're constantly striving to build a team that's connected and communicative, with a clear sense of camaraderie among all team members, both in-person and remotely. We aim to provide our team with the support they need to accomplish their work with excellence.

INTEGRITY

Everything we do hinges on trust with our clients and our community. We pride ourselves on being trustworthy, honest, and reliable. As protectors of information and cybersecurity, our integrity is core to who we are.

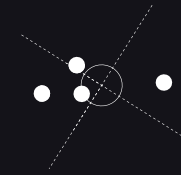
LEADERSHIP

We actively influence the culture and proactively support the implementation of stronger cybersecurity throughout society. We provide insightful thought leadership and guidance to help others maximize their online safety.

DIVERSITY

We respect and celebrate the presence and voices of all genders, races, sexualities, religious beliefs, ages, abilities, and nations of origin. Our team spans the globe, and we're proud to connect cross-culturally in our community and beyond. We actively seek to support marginalized communities, especially in the tech industry, and provide a safe space for all of our team members to express themselves.

OpenVPN Ecosystem



Here's an outline of our ecosystem to help you reference and visualize how it all works together.

OpenVPN Access Server

A product that operates on the OpenVPN protocol and is used by businesses.

OpenVPN Connect

A cross-platform client to connect to Access Server or any OpenVPN protocol compatible server.

OpenVPN Open Source Project

A community-supported OSS project, and the foundation of all our products. The project has developers and contributors from OpenVPN Inc. and from the broader OpenVPN community.

Private Tunnel

A product that makes Private Tunnel accessible from mobile devices.

Private Tunnel App

A product that operates on the OpenVPN protocol and is owned by Individuals, used to protect their personal data while on public Wi-Fi and from ISP monitoring.

Other Projects

Numerous other companies use our OpenVPN protocol for their products.

AN OVERVIEW OF OUR AWARD WINNING PRODUCTS

OpenVPN Access Server

OpenVPN Access Server is a robust VPN solution designed specifically for businesses. Access Server secures data communications, provides Internet privacy and remote access for employees, secures IoT, and offers secure access to on-premise, data center, and public cloud resources.

Access Server is one of the top ten Amazon Web Services software solutions, and is also available on Google Cloud, Microsoft Azure, and DigitalOcean. A company can purchase its own license and build this system out internally or on the Cloud.

OPENVPN ACCESS SERVER FEATURES:

SUPERIOR SCALABILITY Access Servers can be deployed with active-active redundancy by using the Clustering feature that shares user credentials and certificates among multiple Access Server instances. Load balancing among the multiple nodes increases incoming connection handling capacity.

BRING YOUR OWN DEVICE OpenVPN Client software frees users to choose their favorite device with support for Android, iOS, Linux, macOS, and Windows.

ONE-CLICK CLIENT DISTRIBUTION Simply sharing the web address of Access Server's Client Portal allows for easy distribution. Then, after authentication, users download their Client software installation files or connection profiles directly from the Access Server's Client Portal.

TRANSPARENT OPEN SOURCE CORE Leverages OpenVPN, OpenSSL, and mbed TLS open source projects. Code is scrutinized and quick fixes are ensured due to large community support.

FINE-GRAINED ACCESS CONTROL Global, group, and user hierarchy allows for methodical access configuration. Rules can be defined at the IP address, protocol, and port granularity.

MULTIPLE SECURE AUTHENTICATION MODES Integrated with two-factor authentication using Google Authenticator. Plug-ins can be used to integrate multi-factor authentication, and users can be authenticated using PAM, RADIUS, Secure LDAP, Active Directory, or a local user database.

VPN ADMINISTRATION WEB PORTAL Administrator portal provides for intuitive configuration of settings, and user connection access logs can be easily viewed and searched. For administrators that prefer Command Line Interface (CLI) access, a rich command set is available.

NO-HASSLE CERTIFICATE MANAGEMENT OpenVPN Access Server comes built-in with its own internal X.509 PKI, but can also support an external PKI. VPN clients also get their certificates bundled with their configuration profiles.

24/7 SUPPORT Professional support is available through OpenVPN Inc. online support ticket system, staffed 24/7 by professionals around the world.

OpenVPN Connect

OPENVPN CONNECT is a free and full-featured VPN Client Software available on Google Play and the Apple iTunes store. Connect is compatible with Linux, Windows, macOS, Android, and iOS. It works with Access Server and OpenVPN Community software.

Private Tunnel

PRIVATE TUNNEL is our consumer-level VPN product for individuals looking to increase their personal cybersecurity. Private Tunnel encrypts data and protects IP addresses — providing a deeper layer of privacy and security while on the web. Available for all devices, Private Tunnel can be accessed using the client app for iOS, Android, and desktop.

KEY
NUMBERS
TO KNOW

60,000,000

DOWNLOADS

15,000

CUSTOMERS

52,869

USE ACCESS SERVER ON
AMAZON WEB SERVICES (AWS)

3,934

USE ACCESS SERVER ON THE CLOUD
(GOOGLE CLOUD, AZURE, DIGITAL OCEAN)

Customer Success

We have over 15,000 customers to our portfolio, and here's what they are saying about OpenVPN:

Marcelo Domingos
CEO of DevSquad

"What I like most about OpenVPN is that it's easy to set up and use. In just a few minutes, we can spin up a server on AWS using Terraform which is very good for us. We are now using OpenVPN for all of our clients."

Mike Munro
IT Manager at REDspace

"Before OpenVPN, we were using a Windows-based VPN server solution. It was not as customizable, and it wasn't easy to manage. When we switched to OpenVPN, it gave us greater manageability over our users. It is a fantastic product."

Olawale Olaleye
Infrastructure Engineer Lead at Carbon by OneFi

"We decided to come up with a solution where user access to corporate networks would be properly protected — and OpenVPN was the best solution we could find. It gives us room to audit what users are doing; when they are connecting; and where they are connecting from. The Access Server was a big reason we chose OpenVPN's solution."

Every customer has a unique story — and we work to capture that story with our solutions. We have integrated a suite of leading-edge networking and software technologies to deliver virtual network software that provides secure, reliable, and scalable solutions that protect against malicious attacks. As malware technology continues to evolve at the hands of cybercriminals, we partner with our customers to create agile solutions that go beyond the status quo.

Case Study

Their challenge? Securing POS transactions and offering secure payment systems. Their hybrid-cloud POS systems rely on the cloud for configuration, reporting, payment processing, and many other services. They needed a way to securely connect their POS to these cloud-based services. They deployed OpenVPN Access Server which provided the company with POS terminal encryption and cloud security — resulting in complete security for more than 16,000 of its POS systems.

Sicom is a company that provides end-to-end enterprise platforms exclusively designed for leading restaurants and food service providers. Their quick service restaurant technology is used worldwide, and they serve over 25,000 restaurants around the world. This company believes that speed, growth, quality, profitability, visibility, and accuracy all matter to restaurant success — and that technology is the best way to meet those goals.

JumpCloud's Solution

JumpCloud's Directory-as-a-Service® is a cloud-based platform that enables IT teams to securely manage user identities and connect them to resources they need regardless of provider, protocol, vendor, or location.

OpenVPN Access Server provides powerful solutions to secure data communications, secure remote access for employees and IoT, and Internet privacy and networking cloud data centers.

Together, they combine powerful security with simple scalability.

JumpCloud's LDAP authentication system can be used to enforce secure passwords, add multi-factor authentication, and secure SaaS applications. Then Access Servers can be set up to control who gets access to services on the corporate network.

Combining JumpCloud with OpenVPN Access Server means organizations don't have to sacrifice security for convenience – teams still get ease-of-use, but the business network will be built on the strongest protocol in the business.

As fast-growing companies expand into new locations and add more remote employees to their teams, it becomes increasingly difficult to:

- centrally store employee info
- manage different levels of access
- simplify login for team members
- ensure network data remains secure



Partnerships In Action

01



BY 2020, more than 40% of the American workforce will be independent contractors. This autonomy is great for workers, but can be a risk for businesses that give these remote workers access to their network data without the proper protection.

As time goes on, it will become more difficult for companies to:

- secure personal devices used to access work files
- ensure data security
- manage network access

DrayTek

DRAYTEK'S SOLUTION

Draytek is the leading manufacturer of "business class" broadband networking solutions that help businesses and consumers save money and improve efficiency by harnessing the full potential of the internet.

OpenVPN's leading-edge networking and software technologies provide secure, reliable, and scalable communication services – creating a virtual private network.

Together, they create a router that modernizes online business security.

DrayTek's OpenVPN integration creates an out-of-the-box business-class VPN solution, enabling better security and privacy network-wide. The simple setup allows users to tunnel all their device traffic through DrayTek for enhanced privacy, security, and control. With a simple setup on the router, people can establish an instant VPN connection across the internet. Strong encryption and authentication features means businesses will be able to limit their exposure to cyber-attacks — and their workforce can access sensitive information remotely.



AMAZON WEB SERVICES

OpenVPN and Amazon partnered to leverage the power of the cloud. Organizations can now extend the benefits of their Cloud provider to their VPN Server by using pre-configured solutions for AWS.

With Access Server on AWS, organizations can:

- Extend the AWS Virtual Private Cloud (VPC) to remote users and other sites using OpenVPN Access Server
- Create hub-spoke, mesh, or other network topology to interconnect all the sites together with AWS
- Use SSL/TLS site-to-site VPN as a backup route for IPSec and Direct Connect connectivity
- Safely connect devices over the public Internet to the private secure VPC network on Amazon AWS
- Securely connect on-premises office network to the Amazon AWS VPC network.
- Define access rules that let certain devices access only portions of the VPC network, or all of it at once
- Redirect all or specific Internet traffic from devices through the Access Server, or only access the VPC network
- Create safe connections with multiple VPCs that are secured with secure OpenVPN protocol encryption
- Create connections between Amazon AWS VPC networks and Microsoft Azure Virtual Networks

Partnership Overview

It's not just about clients; it's also about new partnerships.

Channel Partners

Combine our technology and innovation with your business — and provide top-notch security to your customers while maximizing your earnings as a reseller, managed service provider, system integrator or solution provider.

Marketing Partners

Co-webinars, blogs, videos, e-books, and more. Become part of our creative content distribution to build new audiences while leveraging our brand.

Community Partners

Leverage our software as a non-profit organization or educational partner. We proudly sponsor impactful causes that align with our mission.

Cloud Partners

Our Cloud Partners make it easier than ever before for companies to meet evolving business challenges, whether it's for remote access for employees, securing IoT, or networking cloud data centers.

Technology Partners

Integrate our software into your business applications for seamless remote access connectivity, offering improved security, user experience, cost and time savings, and more.

Resellers

Take advantage of the growing cybersecurity market by partnering with OpenVPN. As a reseller, you can combine our technology and innovation with your business — and provide top-notch security to your customers while maximizing your earnings.

The landscape within the enterprise IT structure is changing rapidly, and OpenVPN is constantly improving our products to provide the best security solutions in the market. Connecting our world securely can't be done alone, which is why we are always looking for strategic and creative ways to connect with like-minded companies and networks.



COMMUNITY INVOLVEMENT

One Company. One Responsibility.

OpenVPN believes in promoting the values that enrich the lives of our customers, our employees, and our community as a whole.

EDUCATION

Providing resources to help teachers and students succeed in the classroom.

Jumpstart is a national early education organization working toward the day every child in America enters kindergarten prepared to succeed. Jumpstart invested in OpenVPN Access Server to better serve families, and OpenVPN provided a no-cost extension to the organization's Access Server licenses. As a non-profit that works with preschools to prepare children for kindergarten, the donation allowed Jumpstart to increase funding to serve more children in the upcoming school year.

OUR SOCIAL IMPACT AREAS

NON-PROFITS

Championing a Gold Standard to Connecting the Free World

The National Captioning Institute (NCI) provides the option of television access to deaf and hard-of-hearing communities — and subsequently to those learning to speak English as a second language. The NCI invested in OpenVPN Access Server to replace its aging infrastructure, and our solution allows employees to quickly respond to any captioner concerns. To help the NCI with its mission to help everyone participate fully in the world of auditory or visual communications, OpenVPN provided Access Server licensing at a discounted rate.

GOVERNMENT

Joining the Fight Against Cyber Attacks

The NATO Cooperative Cyber Defence Centre of Excellence is a multinational and interdisciplinary cyber defence hub. The government entity specializes in research, training, and exercises in four core areas: technology, strategy, operations, and law. Every year, the organization develops its annual cyber defence exercise. As part of the exercise in 2017, participants used the OpenVPN virtual appliance as one of the systems that participants had to defend during a scenario. The exercise was dubbed Locked Shields 2017. To help participants acquire invaluable knowledge, OpenVPN provided several free Access Server licenses to be utilized during the exercise.

We empower organizations and individuals with flexible technology solutions to make a positive impact on the communities we serve.

We may, at our discretion, provide license discounts on a case-by-case basis.

OpenVPN is an industry leader. Numerous publications refer to our studies and seek our insight into current events and tech industry trends. Take a look at a few of our recent features.



WHERE WE ARE BECAUORED

HOW TO GET INVOLVED

Developing the right strategic partnerships can be incredibly beneficial.

As a Channel Partner, your tools to success include:

I Online and offline Reseller registration.

II Access to product quick start guides and marketing materials to help partnership success.

III 24/7 support ticket system with technical conferences as needed from our Solution Architects.

Partnering with OpenVPN is not a "one size fits all" approach. Our partnership plans are customized to specific goals, and our marketing team is here to ensure the partnership generates the brand leverage, content creation, and business growth expected.

For additional partnership program information, please contact partnerships@openvpn.net



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