



GROW YOUR  
BUSINESS WITH OPENVPN.

**TOGETHER WE CAN CONNECT  
THE 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*

Francis Dinha, Founder & CEO





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.

**YOUR SECURE  
CONNECTION  
TO THE WORLD**

**Francis Dinha**

Founder & CEO  
francis@openvpn.net

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.

**James Yonan**

Chief Technology Officer  
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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LEADERSHIP AT OPENVPN

# OUR MISSION & VALUES

**OUR MISSION IS TO PROVIDE ORGANIZATIONS  
WITH THE ABILITY TO CONDUCT BUSINESS  
ONLINE SECURELY.**

## SECURITY

First and foremost, everything we do is to provide protection. We believe the right to securely, privately surf the web is an essential human right. We believe businesses deserve secure, private networks so they can grow and productively 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 more effective.

## 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 — if we don't have our integrity, we have nothing.

## LEADERSHIP

We actively influence the culture and proactively support the implementation of better, 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 literally 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.

## COMMUNITY

We value our clients, employees, and open source community members — we want the best for each of them and aim to support them wherever we can. 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.

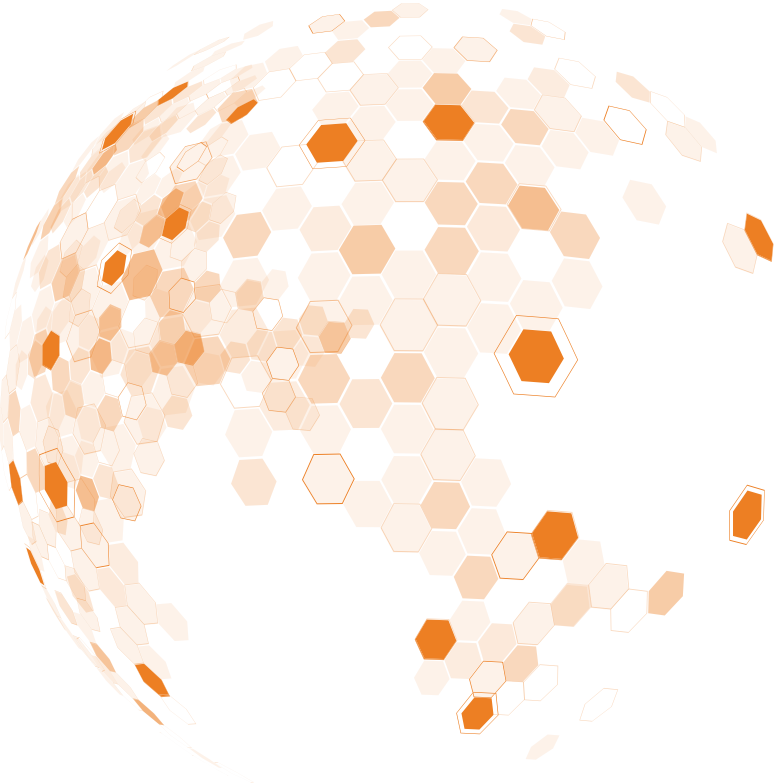
## GENEROSITY

We intentionally pursue a spirit of openness and generosity around all we do, and, in fact, have built the core of our business on open source software in order to be able to provide our technology for free. We are here to provide access to security and protection, regardless of financial ability, because we deeply believe that online security and privacy is an essential human right.

# THE OPENVPN ECOSYSTEM

If you're new to the world of cybersecurity, it can be easy to confuse our various products and the terms related to them.

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



## 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.

## OPENVPN ACCESS SERVER

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

## OPENVPN CONNECT

A 'client,' or tool, that allows remote access to Access Server.

## PRIVATE TUNNEL

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.

## PRIVATE TUNNEL APP

A product that makes Private Tunnel accessible from mobile devices.

## OTHER PROJECTS

Numerous other companies use our OpenVPN protocol for their products.



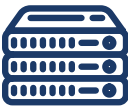
# OUR AWARD WINNING PRODUCTS



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.

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.

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.



# PARTNERSHIPS IN ACTION



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



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.

# DrayTek

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.



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

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

# PARTNERSHIP OVERVIEW

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.



It's not just about clients;  
it's about connecting to  
new partners.



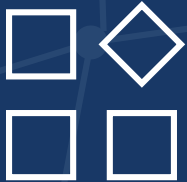
## CHANNEL PARTNERS

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.



## 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.



## COMMUNITY PARTNERS

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



## 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.



## 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.



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.

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

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.



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

# WHERE WE ARE FEATURED

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.

Forbes

BillionairesInnovationLeadershipMoney

### The Future Of VPNs: How Consumers And Enterprises Will Shift Their Use In 2019



**Francis Dinha** Forbes Councils Member  
**Forbes Technology Council** COUNCIL POST | Paid Program  
Innovation

POST WRITTEN BY

**Francis Dinha**

CEO and Co-Founder of **OpenVPN Inc.**, leading-edge networking and software technology with over 25 million downloads since inception.

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VULNERABILITIES / THREATS



**The Data Security Landscape Is Shifting: Is Your Company Prepared?**

Francis Dinha  
Commentary

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New ways to steal your data (and profits) keep cropping up. These best practices can help keep your organization safer.

The world around online data is changing, and with it the landscape of business is facing an irreversible shift. Not only in terms of regulations — with the European Union’s General Data Privacy Regulation enacted — but in the way businesses actually use and have access to data. An increasing number of businesses are moving their data to the cloud, which brings a different set of security issues.

Through the cloud, hackers can shut down your business for weeks — or longer. They can steal not only your data but your resources. Companies often don’t take this threat seriously enough. The cloud feels invisible, so we make the incorrect assumption that it’s inaccessible. I’ve seen many powerful companies neglect simple steps — like properly training their staff, having a backup in place, or limiting employees’ access — which can make the difference between powerful profits and destruction due to cybercrime.

Thankfully, there are steps you can take to protect your company, and they aren’t that complicated. Implement these five best practices to keep your data (and profits) out of the hands of hackers.

**1. Make sure your IT staff is highly trained and available.** Make sure your IT staff is highly trained and available. Too many companies relegate their IT crew to a dusty office in the back, with no supervision and little training. They’re treated as outsiders, usually because they have a different skill set and a different goal than the rest of the team — they’re there to support the company, rather than expand the company like sales or product development. Because of this, IT faces the same kind of problems people in other supportive departments, like HR, face: they’re taken for granted, denied the resources they need, and sometimes even unfairly blamed when something related to their department goes wrong.

But these supportive departments are vital to your company’s functioning, and you neglect them at your peril. The IT world is constantly shifting, so the training for your employees needs to be updated constantly if you want them to succeed. Provide them with the right resources and ever-updated training, and you’ll find yourself with an IT team ready and able to support your

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Home » Cybersecurity » Press Releases » OpenVPN and JumpCloud Partner to Bring Secure Cloud-based Authentication and User Management to VPN

 OpenVPN and JumpCloud Partner to Bring Secure Cloud-based Authentication and User Management to VPN

by Nick Scheidies on April 17, 2019

BOULDER, COLO., and PLEASANTON, CALIF. – April 16, 2019 – OpenVPN, the leading provider of next-gen secure and scalable communication services, and JumpCloud, the first Directory-as-a-Service® platform, today announced a **strategic partnership and product integration** that enables improved security and efficiency in managing access to privileged networks and resources requiring VPN. The integration provides seamless connectivity between JumpCloud’s cloud-based identity and access management services and OpenVPN’s Access Server (AS) 2.6.1, ensuring IT and DevOps teams have centralized control over authorizing or revoking user access to VPN-gated resources.

The product integration provides unique options and flexibility to bind and connect OpenVPN AS 2.6.1 user management controls directly to JumpCloud’s core directory service. IT and DevOps teams can choose between integrating AS 2.6.1 either to JumpCloud’s cloud-based RADIUS or LDAP authentication services. The integration features:

- LDAP or RADIUS authentication options
- Group-based access control
- Centralized identity control for VPN access along with a user’s workstation, server, network, application, and data access

“We’re excited to announce this new opportunity for our users,” says Francis Dinha, CEO of OpenVPN. “The security of Access Server combined with the convenient features of JumpCloud is a natural pairing – both services enhance the other in a powerful way.”

“Ensuring the highest level of security when accessing critical resources behind the protection of VPN is critical for organizations. Making it efficient to control and manage is no longer a stumbling block for IT and DevOps,” says Greg Keller, Chief Strategy Officer at JumpCloud. “Seeing our customers succeed with the ease by which OpenVPN and JumpCloud integrate is a testament to the ideals our companies’ share. Radically enhanced security and minimal management hassle is no longer a dream — it’s live.”

OpenVPN Access Server 2.6.1 and JumpCloud integration is now live and being leveraged by joint OpenVPN and JumpCloud customers. JumpCloud and OpenVPN will be demonstrating the simplicity and security achieved between the products’ integration via public demonstration and documentation for the community to openly engage with and leverage on a webinar on May 16. You (Read more...)

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**OpenVPN: IT security considerations for remote workers**

Latest NewsPremiumPublished: May 17th, 2019 – Jenna Sargent



Despite the fact that remote work can cause security risks, a majority of IT professionals are in favor of employees working remotely. According to **research by OpenVPN**, 90 percent of IT professionals believe remote workers are a security risk. 92 percent also believe that the benefits of remote work outweigh the risks.

Benefits of allowing employees to work remotely include higher productivity, less time spent on commuting, improved employee retention, fewer overhead costs, and access to a larger pool of talent, explained Andrew Proctor, director of IT operations & support at OpenVPN.

“Remote work is the way of the future, and an increasing number of workers expect to have some remote work flexibility,” said Proctor. “Not only is the ability to work remotely a recruitment tool for companies, but it can also lead to less staff turnover which impacts the company’s bottom line.”

According to OpenVPN’s research, 93 percent of organizations have a remote security policy in place, but at 44 percent of organizations, IT teams aren’t involved in the development of those policies. “For the sake of your organization’s security, it’s crucial to not only loop IT into the development of remote work security initiatives, but to have them own the process,” OpenVPN wrote in the report.

Other pitfalls occur when companies have a security policy in place, but don’t revisit it to update it, or that they don’t actually enforce the policy.



# HOW TO GET INVOLVED

## Developing the right strategic partnerships can be incredibility beneficial.

As a Channel Partner, your tools to success include:

1. Online and offline Reseller registration.
2. Access to product quick start guides and marketing materials to help partnership success.
3. 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](mailto:partnerships@openvpn.net)





OPENVPN.NET