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John Vestberg , CEO of Clavister



## Clavister to use City Cloud in cloud-based cybersecurity offering

Clavister is a leading European supplier of cybersecurity solutions. The company has been in business for more than 20 years and is best known for its firewall solution, which is used by companies and organizations in both the public and private sectors in more than 150 countries. Clavister is a Swedish company, with its headquarters and research and development department in Örnköldsvik. This means it is deeply rooted in one of the world's most successful countries for cybersecurity, which offers a major competitive advantage for Clavister.

*Clavister has always had its product development in Sweden and we are committed to working together with Swedish or European partners. There is currently substantial demand from customers to work with an IT security supplier with roots in Europe, says John Vestberg.*

### From firewall to European total supplier of cybersecurity

As one component in meeting demand from existing and future customers, Clavister has worked strategically to expand its product portfolio and offer services and products that reflect the demands of today.

The transformation to total supplier has taken a number of years and Clavister has now begun to deliver on its strategy by packaging its 15 different security products into five main areas; Network Security and Firewall, Identity

and Access Management, Device Security as well as Cloud Services. Clavister also offers Management and Analytics services via a control panel that makes it easy for customers to manage and gain an overview of the underlying security solutions.

### The cloud and City Cloud key elements in the new strategy

As part of the strategy, and as the Cloud Services area suggests, some of the security products are offered as cloud services, with City Cloud as the base for delivery.

*In our efforts to become a complete security supplier, one important element we have reviewed is the distribution of our services. Delivery through a cloud service was an obvious path to take, says John Vestberg.*

### **Swedish roots with global reach form important part of customer offering**

The choice of City Cloud as the cloud platform developed gradually and was ultimately a completely natural decision. City Network's origins and roots in Sweden was one important aspect, and that the IT infrastructure service is available in the key markets in Europe where Clavister sees greatest growth potential. In particular the German market, where City Network has a City Cloud node in Frankfurt. Another important parameter was that City Network has used Clavister's products for many years as part of its data center infrastructure.

*City Network has a unique position in the market. It has services that offer quality comparable to the US giants, which was a precondition. But it also has processes in place and a thorough security approach that is completely unique in Europe. For us, City Network was therefore the only European alternative that also offers the advantages of a small company in the form of opportunities for close collaboration. Clavister greatly values all of these benefits, says John Vestberg.*

### **Launch of Clavister's first cloud service and more to follow**

Once the decision to use City Cloud was made, Clavister began preparing its service for distribution as a cloud service on the City Cloud platform. This work lasted a few months and resulted in a few minor adjustments to adapt the service for cloud delivery.

*We have had an excellent collaboration with City Network and work progressed smoothly adapting our software for City Cloud, not least as City Cloud is based on OpenStack which facilitated the integration, says John Vestberg.*

Several customers now use the control panel as a cloud service. Clavister's research and development department is working intensively to prepare additional services for delivery via City Cloud as there is great demand for these services from both private and public sector operations in Europe.



*Together with City Network, we have taken an important step toward being a total supplier of European security from a base in Sweden," says John Vestberg. "Moving forward, I am convinced that all customers will use a mix of security solutions supplied both as installed software and as cloud services.*

#### **Clavister**

Clavister is a leading European cybersecurity vendor with over 20 years of experience. Seated in Sweden, the company has customers—communication service providers, governments, enterprises and managed security service providers (MSSPs)—in more than 150 countries. Clavister provides unique security solutions to protect their digital assets and secure business continuity.

#### **City Network**

City Network is a leading global supplier of IT infrastructure cloud services based on OpenStack. The company delivers public, compliant and private clouds.

City Network is certified according to ISO 9001, 14001, 27001, 27010, 27013, 27017 and 27018 – internationally recognized standards for quality, sustainability and information security. Its services are available from more than 20 data centers around the world. With its compliant cloud, City Network ensures that customers adhere to demands originating from specific laws and regulations concerning auditing, reputability, data handling and data security, such as Basel, Solvency and GDPR. City Network is a part of Iver.