



DGC

DGC Clavister Customer Spotlight

Challenge

- To succeed in an intensely competitive marketplace, Internet Service Provider DGC must deliver efficient network security for its customers.
- DGC needs a cost-effective security gateway that is reliable, easy to manage and readily scalable to meet ever changing business needs.

Solution

- Clavister Security Gateway firmware has been implemented by DGC to protect its IP-VPN-based environment. DGC runs it on IBM servers.
- The firmware incorporates sophisticated firewalling, Point-to-Point Protocol VPN concentrator functionality and Policy Based Routing.

Benefits

- Offering effective security promotes customer confidence, raises DGC's profile and supports future business growth.
- DGC knows that Clavister listens to its customers and incorporates their requirements into its constantly evolving products.
- Ease of implementation and management combine with scalability and flexibility to form an excellent business case for Clavister solutions.

Cost-effective Clavister security boosts customer confidence in DGC

"As an Internet Service Provider for the corporate market we must offer our customers the highest levels of security and that is why we build many of our services on Clavister firewalls. Clavister solutions promote customer confidence and that makes our business more successful."

Jesper Blomé, Hosting Manager, DGC.

Large retail chains throughout Scandinavia are just one of the many corporate sectors that choose network specialist DGC to provide their Internet communication services.

Offering IP-telephony and broadband communication, DGC focuses on delivering Internet Protocol – Virtual Private Network (IP-VPN) based services which provide customers with a secure, reliable and cost-effective way to connect their offices, remote workers or partners. However, DGC recognizes that its success relies on protecting customer data in transit by building effective security into its networks.

Close partnership

"Security is extremely important to our business because it creates the market confidence that improves our image and enables us to grow our customer base," says Jesper Blomé, Hosting Manager, DGC. "That is why we have been using Clavister solutions since starting the business. Clavister listens to us when we mention the features and changes that we could use and then they implement them. It's a very good relationship."

DGC uses Clavister Security Gateway firmware which unites the advantages of a carrier-class router and the security features of a modern firewall with all the communication flexibility of a VPN concentrator. The latest version provides features such as support for RADIUS Accounting, Layer 2 transparent mode firewalling, server load balancing and a refined Internet Protocol Security (IPsec) VPN engine capable of handling more than 10,000 simultaneous VPN tunnels with multi-gigabit throughput. Clavister Security Gateway is also designed to offer unbeatable Total Cost of Ownership and price/performance ratios to service providers who need a high performing and reliable security gateway.

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ABOUT DGC

DGC is a Swedish network operator focusing on Internet Protocol – Virtual Private Network (IP-VPN) based communication services including outsourcing and telephony. DGC was founded in 1987 and during its first 12 years developed into one of the most successful PC manufacturers in Sweden. Early in 2000, it began its transformation to network operation with the introduction of broadband communication and outsourcing services.

Headquartered in Stockholm, DGC employs 90 people delivering IP-VPN, Outsourcing and Telephony services. DGC is listed at NASDAQ OMX Stockholm since June 2008.

www.dgc.se

Remote access

VPN concentrator functionality is particularly useful for DGC because it incorporates the most advanced encryption and authentication techniques, supports the creation of remote access or site-to-site VPNs and offers service providers a single device for handling large numbers of VPN tunnels.

"All customers that have an IP-VPN from us know that when they are off-site or working remotely, they can connect through a Point-to-Point Protocol (PPP) VPN concentrator from Clavister to access their own IP-VPN," adds Blomé.

DGC is also attracted by Clavister's reliable firewall technology which it considers is highly effective, easy to manage, offers the high availability and performance that is critical for its customers and delivers crucial scalability to meet the needs and demands of rapidly changing markets.

Versatile routing

"The majority of our IP-VPN solutions are built on Clavister firewalls," says Blomé. "When customers buy a central Internet connection, they all go through a Clavister firewall and we also use them for our Application Service Provider (ASP) solutions, both for our own systems and those of our customers. Particularly for the ASP side of the business, when we provide server hosting, it is important to have a lot of smaller networks that we terminate in a Clavister firewall."

Another feature of the Clavister software that is essential to DGC is Policy Based Routing (PBR) which enables routing decisions to be based on policies set by network administrators. ISPs can use policy-based routing to route traffic originating from different sets of users through different Internet connections across the policy routers and this gives them

more scope to link with the systems of many different customers.

"Working with Clavister makes our business more successful because it enables us to give a better standard of service to our customers," says Blomé. "The many features that Clavister software makes available are crucial for the services we provide and we are now looking forward to the next release of Security Gateway which we are sure will have even more features that will further enhance our business."

About Clavister

Since 1997, Clavister has been delivering leading network security solutions, providing commercial advantage to tens of thousands of businesses worldwide. The Clavister family of unified threat management (UTM) appliances and remote access solutions provide innovative and flexible network security with world-class management and control.

Clavister has pioneered virtual network security, and this along with its portfolio of hardware and software appliances gives customers the ultimate choice. Clavister products are backed by Clavister's award-winning support, maintenance and education program.

Headquartered in Sweden, Clavister's solutions are sold through International sales offices, distributors, and resellers throughout EMEA and Asia.

To learn more, visit www.clavister.com.

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Clavister AB, Sjögatan 6 J, SE-891 60 Örnsköldsvik, Sweden
Phone: +46 (0)660 29 92 00 | Fax: +46 (0)660 122 50 | Web: www.clavister.com | Email: info@clavister.com