CHECK POINT™ | **A¹ Digital**

Network as a Service Meets Industry-Leading Threat Prevention

INDUSTRY	HEADQUARTERS	COMPANY SIZE
Information Technology	Vienna, Austria	51-200 employees

OVERVIEW

With a team of experienced IoT, cloud, network and security experts, A1 Digital helps its customers turn their digitalization projects into reality every single day. A1 Digital specializes in end-to-end IoT solutions, cloud-based solutions for IT and communications, and cyber security and network as a service.

OUR SOLUTION

Harmony
Secure Users & Access

CloudGuard
Secure the Cloud

CHALLENGE

From intellectual property protection to securing customer data and employee email servers, cyber risk is a key business consideration. Still, not all enterprises have the agility and expertise to create effective in-house cyber security solutions. A1 Digital provides companies, primarily in the manufacturing and public sectors, with secure network connectivity. "We start by talking with our customers about network infrastructure at a high level to position our secure access service edge (SASE) solution," said Philipp von Strobl-Albeg, Head of NaaS Delivery & Service Management at A1 Digital, who is charged with building up products to go to market in Germany. "Our job is to understand our customers' pain points."

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> *Philipp von Strobl-Albeg, Head of NaaS Delivery & Service Management, A1 Digital*

A1 digital's NaaS stack leverages multiple cloud providers, including GCP, Azure and AWS to support its customers' operations. The firm also offers its own infrastructure as a service (IaaS) platform for cloud native applications, known as Exoscale. "Everything we do in NaaS is based on security," he said. "To better serve our customers, we needed to give them more control and visibility of their IT infrastructures – from end-user applications and devices to SaaS, IaaS platforms and the internet." Accordingly, A1 set out to identify the right cyber security provider to round out their offerings.

SOLUTION

Building on its long-standing relationship with Check Point, A1 opted to make Check Point Harmony and CloudGuard part of its stack. "Check Point has the entire portfolio of products we offer to secure our customers' environments," said Philipp von Strobl-Albeg. Harmony's Endpoint and Email and Collaboration products provide industry-leading threat prevention for employee devices and email accounts, while Harmony SASE secures incoming and outgoing network traffic. Check Point's products are all backed by deep industry expertise and an attentive service team that works in lockstep with von Strobl-Albeg and his team to build optimal security solutions. "We need our technology to work, and to have a partner that is communicative and understands our pain points," he said. "That's why we choose Check Point."

OUTCOME

Check Point's intuitive platform and unmatched customer support allowed von Strobl-Albeg to quickly implement a solution that protects A1's customers from advanced threats. "The Check Point solution was so easy to integrate," he said. "The ramp-up phase from zero to productivity was about two hours. Within that short period of time, we had a smart default setup that protects our customers' environments." Check Point's robust threat prevention capabilities made a measurable impact on the security posture of A1's customers' networks. "The detection rate really impressed us and makes it easy to create a secure stack."

A1's customers routinely voice their appreciation of Check Point's simplicity, which also translates to increased efficiency for A1. Thanks to Check Point's low overhead demands, A1's team of three solution architects can bring in multi-million USD revenue per year.

Check Point's market presence also helps A1 increase its reach and penetrate new markets outside of Austria.

The bottom-line benefits extend to A1's customers as well, who enjoy lower cyber insurance premiums by demonstrating their strong security posture through their partnership with Check Point. With a best-in-breed stack protected by Check Point, A1 is more confident than ever in its ability to identify and block malicious traffic and safeguard all assets. "At the end of the day, our customers' networks are much safer than before. We evaluated numerous solutions, Check Point plays in the top league," said Philipp von Strobl-Albeg.

ABOUT CHECK POINT

Check Point Software Technologies Ltd. (www.checkpoint.com) is a leading AI-powered, cloud-delivered cyber security platform provider protecting over 100,000 organizations worldwide. Check Point leverages the power of AI everywhere to enhance cyber security efficiency and accuracy through its Infinity Platform, with industry-leading catch rates enabling proactive threat anticipation and smarter, faster response times. The comprehensive platform includes cloud-delivered technologies consisting of Check Point Harmony to secure the workspace, Check Point CloudGuard to secure the cloud, Check Point Quantum to secure the network, and Check Point Infinity Core Services for collaborative security operations and services.

LEARN MORE

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