Cloud4com is an innovative Infrastructure-as-a-Service provider in the Czech Republic. Recognizing that providing encrypted cloud and key management services would set it apart from the competition, the company chose Gemalto SafeNet ProtectV and KeySecure to expand their security services portfolio.

**The Organization**

Cloud4com provides infrastructure-as-a-service (IaaS) for enterprises seeking a virtual private data center. With guaranteed uptime, unique quality SLAs and security options, Cloud4com customers are ensured high-quality performance, and, of course, the cost savings of cloud computing compared to the expense of managing an on-premises data center.

**The Business Need**

Cloud4com found that many organizations wanted to take advantage of the benefits of cloud computing but were concerned about the security of data in the cloud, and therefore hesitant to move sensitive data out of the physical data center. Law firms with sensitive client information, or enterprises with proprietary research, for example, required more stringent security protocols before they would trust that their valuable data would remain as safe in the cloud as it was in their own data center.

**Challenge**

Many enterprises wanted to take advantage of cloud computing but were concerned about data security.

**Solution**

Cloud4com chose ProtectV and KeySecure to expand their service portfolio to include encrypted virtual servers and enterprise key management.

**Results**

Adding encryption and key management to their IaaS portfolio increased client trust, enabled Cloud4com to reach previously hesitant customers, and differentiated the company from competitive solutions.

Seeing this challenge as an opportunity to expand its portfolio, Cloud4com decided to explore options for adding encrypted cloud storage to its service offerings. "We evaluated cloud security and key management products on the market, and Gemalto SafeNet ProtectV and KeySecure were the best fit," explained Tomas Novak, CTO at Cloud4com. "They included many additional services that are attractive to us and our customers."
Cloud4com Offers Encrypted Cloud and Key Management Services

- Case Study

"By adding the ability to offer encryption-as-a-service through Gemalto along with our IaaS solutions, we are helping our customers move to the cloud with confidence. As a service provider, Gemalto SafeNet ProtectV enables us to differentiate our offerings from other cloud providers, build greater relationships with customers, and create more revenue opportunities."

- Tomas Novak, CTO at Cloud4com. www.cloud4com.com

The Solution

ProtectV and KeySecure enable Cloud4com’s own automation software Virtix so customers can manage their own virtual servers:

- Encryption of entire virtual machine instances, associated storage volumes, and physical servers
- Strong key management to ensure control of encryption keys and the full key lifecycle, including key rotation, deletion, etc.
- Complete ownership of protected data by enforcing separation of duties and requiring authorization to launch a virtual machine
- Comprehensive auditing and logging to report access to protected data and keys

Today, Cloud4com customers have many options regarding security and data ownership within their virtual private cloud. As customers provision their virtual servers, they can choose unencrypted or encrypted. With the encrypted storage option, Gemalto SafeNet ProtectV manager is combined with Cloud4com’s own automation software so customers can manage their own virtual servers. They also have the option of managing encryption keys with Gemalto SafeNet KeySecure, and can choose to store encryption keys in Cloud4com’s cloud-based KeySecure, or install a KeySecure appliance on-premises, therefore taking complete ownership of the encryption keys.

ProtectV with KeySecure provides Cloud4com with several benefits, including:

- Competitive Differentiation. Cloud4com is one of the only IaaS providers to offer such rigorous security options, therefore setting itself apart from vendors and increasing their clients’ trust. "The benefit of SafeNet is simple," said Mr. Novak. "It gives us the option to provide solutions that differentiate us from the competition."

- Vendor Neutrality. Because KeySecure is built on Key Management Interoperability Protocols (KMIP), it is able to integrate with and manage encryption keys from several different vendors, including SafeNet, NetApp, and Hitachi Data Systems. This gives Cloud4com the flexibility to customize their environment with storage and encryption solutions that meet their needs, without being restricted to only one vendor.

- Data Ownership. By placing the management of the encrypted virtual servers and encryption keys in the clients’ hands, Cloud4com customers are able to trust that their data is as secure as it would be in their own on-premises data center.

About Gemalto’s SafeNet Identity and Data Protection Solutions

Gemalto’s portfolio of Identity and Data Protection solutions offers one of the most complete portfolios of enterprise security solutions in the world, enabling its customers to enjoy industry-leading protection of data, digital identities, payments, and transactions–from the edge to the core. Gemalto’s SafeNet Identity and Data Protection solutions enable enterprises across many verticals, including major financial institutions and governments, to take a data-centric approach to security by utilizing innovative encryption methods, best-in-class crypto management techniques, and strong authentication and identity management solutions to protect what matters, where it matters. Through these solutions, Gemalto helps organizations achieve compliance with stringent data privacy regulations, and ensure that sensitive corporate assets, customer information, and digital transactions are safe from exposure and manipulation in order to protect customer trust in an increasingly digital world.

The Benefits

"We wanted to give customers as many security options as possible to eliminate that final barrier preventing them from migrating to the cloud," said Mr. Novak. "With ProtectV and KeySecure, we take advantage of all the benefits of cloud computing, but give customers an environment that is secure and under their control. This enables us to reach organizations who previously would not have considered moving to the cloud."

Contact Us: For all office locations and contact information, please visit www.safenet-inc.com
Follow Us: data-protection.safenet-inc.com

©2015 Gemalto 2015. All rights reserved. Gemalto, the Gemalto logo, are trademarks and service marks of Gemalto and are registered in certain countries. CS (EN)-May.23.2015

Follow Us:

GEMALTO.COM