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*Boris Lindberg  
Nordic IT Security Manager  
TDC Song*



## CUSTOMER NAME

TDC Song

## INDUSTRY

Telecommunications

## CHECK POINT PRODUCTS

- VPN-1® VSX™
- ClusterXL®

## CUSTOMER NEEDS MET

- Consolidated multiple physical gateways onto one VPN-1 VSX gateway
- Easy-to-adjust security policies—from loose to restrictive—based on individual end-customer preferences
- Leveraged manpower, security and communications infrastructure

# TDC Song Securely Carries Customer Telecommunications in Tune to VPN-1 VSX

## ABOUT TDC SONG

TDC Song is a leading Nordic telecom operator. Based on its own Nordic infrastructure, TDC Song offers a wide range of services within data communication and telephony in Sweden, Finland, Norway, and Denmark. The company possesses leading-edge expertise within data communication, and the main services are IP VPN and Internet access. Business customers are connected at competitive prices to the group’s fiber network, which offers the best coverage in the Nordic region and high capacity. TDC Song’s main competitive advantage is the ability to offer efficient and technically advanced communications solutions in combination with personal reception and top-quality customer service.

## THE TDC SONG CHALLENGE

Having been recently acquired by the TDC Group of Denmark, Song Networks found itself changing its name to TDC Song. This reflects joining forces with the former Danish national telco TDC, which now straddles the entire Nordic region—Denmark, Finland, Norway, and Sweden—and which is also one of Northern Europe’s largest telecom operators. Merging the businesses in name was the easy part. The hard part was combining and consolidating the backend systems.

“We had too many platforms and too many vendors,” says Boris Lindberg, Nordic IT security manager for TDC Song. “The decision was made to implement a more unified solution. We saw the benefit of consolidation. So we came up with the requirements we were looking for in a solution and asked our vendors to validate that they could comply with our plans for consolidation.”

In the end, only three vendors passed this threshold test and were invited to bid on the TDC Song consolidation project, with Check Point among those. Because it is a telecom service provider to 23,000 customers—primarily medium to large enterprises—TDC Song’s technical staff feels it is vital that they are able to offer easy-to-implement security policies to their customers because it only provides capacity and not security consultation. Based on its history of



running VPN-1® solutions on a variety of platforms in Finland and Sweden, TDC Song's IT department felt very satisfied with its expertise in Check Point technology and the support that it has received from the company in the past. On this and other criteria, Check Point won the business.

"Because of our prior knowledge of Check Point products, it was an easy decision to make," Lindberg says of selecting a Check Point security solution. "We looked at the VPN-1 VSX product and saw the benefits of consolidating on its platform."

### THE CHECK POINT SOLUTION

In February 2004, TDC Song started to methodically plan the consolidation of its separate physical gateways onto one virtualized gateway. By May, the telecom carrier began consolidating its gateways in Sweden and then initiated the process in Finland in June. From October to December 2004, the pilot installations were completed and the first production system for internal users was up and running February 2005. Consolidation came hand-in-hand as part of upgrading its entire internal network.

Using VPN-1 VSX in a mixed end-user environment, Lindberg says that TDC Song wanted to be totally sure that the system would operate as anticipated for its own employees before it started offering managed end services via VSX to its customers. By the second quarter of 2005, TDC Song went live with VSX for its end customers.

"The VSX product enables us to split up the management setup for different customers," Lindberg says. "That way it is easier to handle. As a provider of dedicated communications to our customers, we have to be able to implement all kinds of solutions. VPN-1 VSX makes it easier to handle that mission."

With more than 150 predefined applications and protocols supported out of the box, VPN-1 VSX enables TDC Song to provision security to a large number of customers in a point-of-presence (POP) environment. And since it executes configuration changes and maintenance off-site from the customer premises, TDC Song can increase efficiency and reduce operating costs.

### THE BENEFITS OF CHECK POINT SECURITY

TDC Song counts on its partners to make it capable of leveraging its networking and security investments. With a total of 900 employees and a maximum of 40 IT people in the whole of the Nordic region, the company has to maintain a very efficient network operations staff, according to Lindberg.

The easy-to-rollout nature of the VPN-1 VSX solution helps the carrier leverage its manpower with the nonstop security provided via ClusterXL® technology that keeps all the domains on the VSX gateway synchronized. Whenever the security policy on the primary gateway is updated, the security policy is reflected immediately on the secondary gateways. That way TDC Song staff do not have to update tedious security policies on tens or hundreds of gateways, which also cuts down on the possible number of configuration errors.

### Contending with a gamut of government regulations

As the leading Pan-Nordic provider of IP-based communications to the business community, TDC Song must also contend with the cross-border challenge of differing governmental rules and regulations. For example, in Sweden, these rules and regulations run the gamut from banking to privacy to healthcare laws. With VPN-1 VSX, though, TDC Song's offering can be tailored by the customer to put up security rules ranging from loose to restrictive, according to Lindberg.

"Specific regulatory needs can be met by individualized rules with our VSX solution," Lindberg says. "VSX makes it easier for customers to set up specific solutions for these types of needs. This is a necessity because we only provide network service—the customers set up their own security rules."

### THE FUTURE OF TDC SONG

Its perimeter security "virtually" under control with VSX, TDC Song in the future looks to upgrade its internal security offering. Currently functioning on localized, homegrown internal network security systems, Lindberg wants to provision a comprehensive solution for the entire Nordic region that TDC Song serves.

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