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*Bjorn Jonsson
 Security Systems Engineer
 TeliaSonera*



CUSTOMER NAME

TeliaSonera

INDUSTRY

Telecommunications

CHECK POINT PRODUCTS

- VPN-1® Power VSX™
- Firewall-1® GX
- ClusterXL®
- Provider-1®

CUSTOMER NEEDS MET

- Ensured perimeter security for command centers
- Ensured High Availability for subscriber network and customer solutions
- Provided ease of management for hundreds of security gateways
- Enabled control over licenses to contain costs
- Increased competitiveness in strategic managed services market

TeliaSonera Enhances Competitiveness with Check Point Security

ABOUT TELIASONERA

Simplicity always has been the objective at TeliaSonera, an international telecommunications leader. By emphasizing easy-to-understand, easy-to-buy, and easy-to-use services, TeliaSonera has grown into the largest telecommunications company in its home markets, the Nordic and Baltic countries. And through network affiliates, the company also holds strong and rapidly expanding positions in mobile communications throughout Europe and Asia including Russia and Turkey.

THE TELIASONERA CHALLENGE

TeliaSonera operates in two radically different types of markets: the Nordic and Baltic regions and the rest of Europe and Asia. In the Nordic region, TeliaSonera services 23 million of the total population of 31 million customers. In this mature market, the company pursues a growth strategy of offering managed services for voice and data that business customers can tailor to their own needs. With 234 million inhabitants combined, the European and Asian markets, including Russia and Turkey, represent a rich field of new customers. At the present, TeliaSonera only offers mobile services in these markets, but the company is continually examining new opportunities and expanding as appropriate. Plus, sales are growing fast and profitability is accelerating there.

In the Nordic and Baltic regions, the managed service solutions it offers include monitoring, support, maintenance, and security ranging from the network level to the server level to the desktop. For the security component, TeliaSonera needed a flexible solution that fits a wide range of customers from small businesses to large enterprises and provides easy, cost-effective management of hundreds of firewall gateways.

THE CHECK POINT SOLUTION

TeliaSonera chose the same security solution for its managed services that it uses to protect its own networks. The company secures the perimeter of its internal office network with VPN-1® Power VSX™. And with the threats of spoofing, session hijacking, and overbilling attacks from subscribers and partner networks, it was



critical that TeliaSonera take steps to prevent security breaches that could damage the credibility of its wireless subscriber network. For this, it needed the industry's most comprehensive network- and application-level security for mobile services, Firewall-1® GX. Featuring fully aware GPRS Tunneling Protocol (GTP) technology — which is key to the secure delivery of TeliaSonera's mobile data services — Firewall-1 GX stops these cellular network-targeted attacks. In the process, Firewall-1 GX inspects all GTP fields and strictly enforces legitimate use of the protocol.

Clustering technology

In addition, TeliaSonera replaced a third-party clustering solution with ClusterXL® to ensure the all-important availability of its security gateways and, hence, of its subscriber network and managed service solutions for business customers. "We rely on ClusterXL because customers have no tolerance for any disruption in service, and we have contracted service levels to meet," says Torbjorn Hahn, purchasing manager, TeliaSonera. To solve this problem, ClusterXL distributes traffic between clusters of redundant gateways, increasing total throughput and redirecting connections without interruption if an individual gateway becomes unreachable.

Simplified management

With hundreds of security gateways and many different policy environments to manage for itself and its customers, TeliaSonera uses Provider-1® to simplify the task.

Provider-1 consolidates and centralizes policy management for thousands of customers with different needs, enabling TeliaSonera to cost effectively grow its strategic managed service business for the Nordic and Baltic regions.

THE BENEFITS OF CHECK POINT SECURITY

According to Hahn, Check Point offers TeliaSonera the best security and the best value, providing a competitive advantage as the company extends its leadership in the emerging managed services market. The Check Point solution contributes to TeliaSonera's competitiveness in several ways.

Efficient management for hundreds of gateways

Ease of management is critical to TeliaSonera, according to Hahn. "We have a huge number of firewalls to manage for our internal network, our telecom network, and our customers, with only a few people because skilled resources are difficult to find and our headcount budgets are tight," he says. "For ease of management, the Check Point solution is the best one on the market today." This ease of management helps TeliaSonera offer security management services at highly competitive rates.

Control over licenses

Managing software licenses can be an enormous challenge, but absolutely essential to containing costs and operating competitively. The company used to outsource this function to a third party, but the process was slow with many errors, says Bjorn Jonsson, security systems engineer, TeliaSonera. "The Check Point User Center is a very effective tool for managing licenses. Check Point is really a leader in best practices for managing software," he says. The User Center gives TeliaSonera an easy way to track, renew, change, and upgrade licenses for its own environment as well as for its managed services customers. "Managing licenses is an invaluable service we provide our customers," Hahn says.

Flexibility in service offerings

"The flexibility in Check Point licensing makes it possible for us to be competitive with other telecommunications companies or service providers, especially for small- and medium-sized businesses," Jonsson says. Small- and medium-sized businesses together constitute 90 percent of the company's projected market. Because of this flexibility, TeliaSonera is able to offer tiered services based on the bandwidth requirements of the customer.

THE FUTURE OF TELIASONERA

TeliaSonera predicts strong growth over the next three years and is making significant investments in its infrastructure to support that growth. "The market for managed services is flowering in Sweden now," Hahn says. "Check Point is a major vendor for us as we establish ourselves as the managed-services leader."

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