CASE STUDY

SEEZAM - VIRTUAL PRIVATE CLOUD

Why SeeZam Looks to POST Telecom for its Virtual Private Cloud

SeeZam pioneered the concept of a "virtual private safe." Now, businesses and individuals throughout Europe have a pragmatic answer to the issue of managing confidential content. SeeZam gives them a virtual storage, filing and exchange space that is ultra-secure, impregnable and private. It is a maximum security online space where digital data can be deposited and protected. Plus, SeeZam guarantees the confidentiality of communications and exchanges with employees, outside partners, employers, customers or any designated third party.

To achieve long-term success, SeeZam's customers must be confident their data is absolutely secure and available on demand at any time. Any security breach or extended system failure could threaten the reputation and viability of the company.

www.posttelecom.com

POST LUXEMBOURG Group

Challenge

The founders of SeeZam developed their original business model on Cloud technologies. But before committing to start the company, they had to be absolutely sure the Cloud model would enable their business to succeed. moreover, they needed assurance that they could find a VPC vendor that could perform all required services. During this process, they determined four key factors for success:

Cost

The cost-efficiency of Cloud technologies was important as SeeZam didn't want to buy or house servers, or use capital for hardware. They also wanted to expand as needed. Since the virtual private storage space only locks up sensitive information rather than large files such as media or photos, SeeZam actually uses only a small amount of storage space.

"We determined that with a Virtual Private Cloud (VPC) we wouldn't have to worry about getting too much storage space yet, at the same time, we could allow our customers the opportunity to quickly and easily increase their capacity." — Pierre Van Wambeke, CEO of SeeZam.

Security

Security is at the heart of SeeZam's business, so the founders needed absolute confidence that any information that went into the Virtual Private Cloud would remain safe. With internal expertise in developing a highly secure environment, SeeZam needed to be sure that it could find a VPC provider that could secure and monitor all entry points.

At the same time, the founders determined that it was critical to be sure they could locate SeeZam in a country that would allow them to implement the highest level of security. They found that Luxembourg alone has the key attributes they required. First, Luxembourg law states that there is no limit on the level of encryption. Second, there is no obligation to keep the client encryption key.

Availability

SeeZam understood that it had to ensure continuous availability for its service to be effective. This meant finding a VPC vendor with proven highly reliable, redundant systems.

Technical Expertise and Support

Working with a VPC vendor with proven expertise and excellent support was critical for launching and operating the SeeZam systems. Flexibility and experience with designing custom solutions was essential. SeeZam wanted to implement its infrastructure in the best way to optimise the performance of its service –not adapt its systems to fit a pre-determined Cloud offering.

"While the majority of VPC providers offer pre-set packages and solutions, POST Telecom works with customers to develop technical environments that meet their unique requirements." — Micaël Weber, POST Telecom, International Business Development Manager.

Criteria

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- Cost-effective solutions
- Technical expertise and support
- Strong SLA with high availability
- Highest level of security
- Flexibility and customisation

Choosing POST Telecom

After a thorough evaluation of potential VPC vendors, SeeZam decided that POST Telecom met all its selection criteria.

"We chose POST Telecom to deliver the VPC services from POST Luxembourg because we were confident they would be able to provide all the promised services and live up to their strong SLA. And they've proven us right - we can rely on their support, flexibility and expertise whenever we need it." — Pierre Van Wambeke, CEO of SeeZam

Implementation

SeeZam developed the application server, integrated the user authentication systems and created database elements that were deployed on the POST Luxembourg platform. POST Luxembourg then secured all the entry points. Thanks to the Luxembourg regulation that allows disposal of encryption keys, no administrator or anyone from SeeZam or POST Luxembourg can decrypt the information stored in the e-vault.

As well, the Virtual Private Cloud infrastructure is redundant.

"The systems and data are found on more than one site and can migrate from one site to another transparently.» — Mohamed Ourdane, Head of Cyber Security Department at POST Luxembourg

Result

At SeeZam's beginning, the founders concluded that Cloud computing made sense in every aspect. After years of successful operation, this has proven to be the case. SeeZam continues to pay only for the hardware and storage it needs. moreover, customers are confident their virtual safe cannot be breached.

"Key to our ability to attract customers is their confidence that the Virtual Private Cloud in Luxembourg is completely secure. And because the data is stored with only one government-backed trusted provider, POST Luxembourg, continuity of service is guaranteed over time." — Pierre Van Wambeke, CEO of SeeZam

The VPC offering from POST Telecom gives SeeZam flexibility and scalability unmatched by any other technology. It's proven to be an effective model for e-Business hosting in Europe, and SeeZam plans to continue to benefit from its successful relationship with POST Luxembourg for the long-term.

Learn more about POST Telecom' Cloud services. **www.posttelecom.com/cloud-ict**

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ABOUT POST TELECOM

POST Telecom is part of POST Luxembourg, which is the incumbent Telecom operator of Luxembourg and was founded in 1842. It is a company with an international outlook, which consists of a diverse 4,500-member workforce from 47 different countries.

Its vision is to facilitate communication and ease the transfer of data and content between individuals and companies. POST Telecom is committed to delivering innovative global telecommunications, information technology and digital media services, and to providing high-performance national and international infrastructures.

CONTACT

POST Telecom
1 rue Emile Bian, L-1235 Luxembourg

contact@posttelecom.com

www.posttelecom.com

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