



Mobile Cyber Security Service



CASE STUDY

Cloud-based Secucloud solution forms
the basis of innovative security service

**Smart Security for Smart Users:
Ooredoo Kuwait Launches Cloud Protection
for the Connected Era**



Ooredoo Group (here Kuwait)

Type
Telco

Web Site
www.ooredoo.com.kw

Customers (Kuwait)
2,3 million (as of Oct. 2018)

Revenues
7,8 billion Qatari riyal
(as of December 2017)

Employees
1,490
(as of December 2017)

The innovative approach convinced the managers at Ooredoo

“The way users benefit from IT has changed significantly over the last few years,” says Sheikh Saud Bin Nasser Al Thani, CEO of the Ooredoo Group. “For a long time now, people have relied on much more than just a single PC – they also use their smartphones, tablets, smart watches and several other connected devices. But data of all types has turned into the new currency for cyber-criminals. So powerful, user-friendly protection for all these devices has become indispensable.”

The Ooredoo Group realized that there was practically no way this challenge could be met without a new and innovative approach to security.

The telco group – which has 130 million customers, making it one of the leading international telecoms providers for the Middle East, North Africa and south-east Asia – has always had a goal of being a pioneer in digital technologies. So already some time ago, the company started to find a centralized and effective way to protect its customers from the increasing threats in today's cyberspace.

Innovative security approach for a connected world

“Given the sheer number of connected devices in companies and households, it's simply not possible to provide an appropriate level of protection on the individual device level,” explains Saud Bin Nasser Al Thani. “Instead, efficient protection today needs to be integrated natively into the network. And that's exactly what we've found with the German security specialist Secucloud.”

“We thoroughly analyzed the situation there together with Ooredoo staff and presented our cloud-based concept to its management,” reports Dennis Monner, CEO of Secucloud. “With our Advanced Security Solution, we integrate an extensive portfolio of powerful protection mechanisms directly into the carrier's infrastructure. The company can then make the required protection available to customers in the form of a service subscription. While customers benefit from more security, the telco gains the opportunity to develop a completely new revenue stream.”

High-performance cloud protection convinces Ooredoo

The Secucloud solution decouples security from the individual device level. When customers subscribe to the service, their entire data traffic is routed automatically through the Secucloud system and analyzed to check that it is harmless. There is no need for customers to install any software on their device.

In the cloud, the Secucloud system uses a combination of powerful security mechanisms. These include anti-phishing, anti-malware, anti-bot, anti-hacking and anti-anonymizer tools. The solution analyzes the data stream before sending any data to the user, so threats like viruses, Trojans and other malware are blocked automatically before they reach the user's system.

This innovative approach convinced the managers at Ooredoo – not least because Secucloud has the reputation of a German provider that delivers the highest standards and quality levels. Many well-known international telcos, including the Axiata Group, the VinaPhone Group in Asia, and the Deutsche Telekom Group, use Secucloud security.

Focus on flexibility and performance

Ooredoo put the Secucloud solution through a stringent security and effectiveness evaluation to verify that the company would be offering its customers the best protection from internet threats.

The evaluation convinced Ooredoo that the solution met all of its requirements. As it is based in the cloud, it can support an almost limitless number of users with no impact on performance. This is a decisive point for Ooredoo, because it is organized by country-specific operating companies (OPCOs) and the solution will be rolled out to one after the other, protecting an ever-increasing number of users.

Secucloud is a modular solution that offers customers a high level of scalability and future viability, and can have more security functions added to it if required. In this way, new security technologies can be integrated into Secucloud's functional scope at any time. Ooredoo can be sure it is offering its customers state-of-the-art security technologies, both today and in the future.

At Ooredoo, Secucloud scored extra points for its usability. "Unlike non-cloud-based security solutions, the solution impressed us with its minimal impact on battery life as it works almost invisibly in the background," comments Saud Bin Nasser Al Thani. "Users don't need to install any software, making it ideal for protecting a wide range of smart devices in the internet of things era."

Go-live for Ooredoo Kuwait in December

In early 2017, Secucloud signed a strategic partnership agreement with the Ooredoo group at the latter's headquarters in Doha, Qatar. One of the first OPCOs to be making the security service available to its customers is Ooredoo Kuwait, the second largest telecoms provider in Kuwait. The implementation of the solution kicked off in the second quarter and the security service is expected to go live at the end of the year.

"We'll be offering the service to our customers in the form of affordable, cost-effective subscriptions on a weekly or monthly basis," explains Saud Bin Nasser Al Thani. "It will be available to both mobile and landline customers, whether they have a private or business contract with us."

To help Ooredoo promote the solution, Secucloud is providing the company with an innovative tool that allows it to automate marketing activities. Customer notifications about the new service can be triggered at the touch of a button and can be used to warn users quickly of an acute wave of attacks, for example. This will help Ooredoo and Secucloud ensure high customer conversion rates and establish the solution faster.

Secucloud Solution
Elastic Cloud Security System (ECS²)

Functions
Anti-Phishing, Anti-Malware, Anti-Bot,
Anti-Hacking, Anti-Anonymizer

Tech. implementation
May 2018 – December 2018

Go-live
Planned for January 2019

OOREDOO CYBER SECURITY

HACKER PROTECTION

effectively protects against new cyber-attacks as soon as they appear.

VIRUS PROTECTION

Multiple Anti-Virus engines offer zero-minute attack detection and protect from online threats like ransomware, viruses, and all other types of malware.

PHISHING PROTECTION

Protects from scammers that try to steal your sensitive information such as user names, passwords or credit card details.

SECURE BANKING

Secure electronic payment environment and protection of credit card information.