

Global Telecom Provider Implements Clavister Virtual Solution

With a second order in Asia this year, MNOs look increasingly to the high benefits of the company's virtual offering.

Clavister, a leader in high-performance network security solutions, has received a commercial order from a pan-global telecom provider, placing the order for one of its largest Asian operations.

The initial order is for 1.1MSEK with estimates of high growth year on year, based on the Clavister data charge models. According to previously communicated telecom business update, and following Clavister's business model based on capacity, the total deal value is estimated to 20 to 40 MSEK over a five year period for that single country and solution.

Additionally, it provides a critical customer case in Asia that helps build business confidence as the technology's general availability and industrial readiness is demonstrated.

"More and more operators are seeing the value of our virtual security gateway, both in performance and robustness and how it fits in perfectly with their SDN/NFV strategy. 80% of the investments in mobile core networks by 2020 will be virtualized according to industry research," states Clavister President and CEO, John Vestberg, on the growing need for security in SDN/NFV infrastructures. "This now becomes the second multinational operator for us in Asia, an area of the world which has some of the fastest growing demand for mobile data. The mobile data growth in that region is expected to grow eightfold to 2022. That plays to our revenue strategy which monetizes the data flowing across our solution. Like all MNO orders, the initial amount is only a small part of the expected lifetime revenue stream," concludes Vestberg.

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About Clavister

Clavister is a leading security provider for fixed, mobile and virtual network environments. Its award-winning solutions give enterprises, local and federal governments, cloud service providers and telecoms operators the highest levels of protection against current and new threats, and unmatched reliability. The company was founded in Sweden in 1997, with its solutions available globally through its network of channel partners. Clavister is a member of Intel's Network Builders program (networkbuilders.intel.com), a cross-industry initiative.