Global Green-field Broadband Provider Places Expanded Order for Clavister's Virtual Security Offering

Örnsköldsvik, Sweden. 15th May, 2018. Clavister, a leader in high-performance network security solutions, has received an additional larger order from a previously communicated customer (March 9th, 2018 "Global Green-field Broadband Provider Selects Clavister's Virtual Security Solution for World-wide Roll-out").

The customer, a large-scale operator who's implementing Clavister solutions into their world-wide network deployment, is purchasing licenses for two datacenters as well as one lab, using the solution to create carrier grade security in its infrastructure. As Clavister's revenue model is predicated on the amount of data flowing across its solution, this order grows the customer to be its largest to date both by way of data use and commercial value.

This also follows the implementation and growth model of the virtual security solution orders that predicates a smaller first initial order with follow up orders of new solutions and increasing size as the solution proves its stability and reliability in the live environment. As such, more orders are to be expected within the scope of this broadband provider's expansion plans.

"It's always satisfying when our solution is seen to address the customer's needs and they have the confidence to place new orders. But what's also very encouraging about this service provider is that it's not a classical telco and that they're now using us to deploy in datacenters and other critical environments; in that regard it shows how Clavister can address many large organizations needing the ability to secure large data flows," says John Vestberg, President and CEO of Clavister.

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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.