

## Customer Profile

- Italy's leading system integrator in the Transport & Logistics industry
- Founded in 1997 as a spin-off of the ICT Division of the Italian Railways Group

## Industry

- IT services for transport & logistics

## Business Challenge

- Implement a new infrastructure to offer data center as a service
- Streamline the use of IT resources to gain competitive advantage and reach new target audiences
- Enhance flexibility, internally and towards customers

## Why Check Point?

- Virtual/mixed environment support
- Outstanding performances – in a 10 Gigabit environment
- Great flexibility – ability to scale fast and cost-effectively without rethinking the core infrastructure
- Long standing relationship

## Check Point Solutions

- VSX-1 9090
- Provider-1
- Eventia Reporter

## QUICK FACTS

## TCO

- Significant consolidation of overall perimeter security infrastructure
- Dramatically reduced provisioning costs

**“We wanted to create a new business model to gain competitive advantage and to reach tangible business benefits. Check Point helped us to reach this goal.”**

Alberto Giaccone, DataCenter Network Manager, Almaviva TSF

## CUSTOMER CHALLENGE

### Creating a new infrastructure to support Almaviva TSF's new business model: data center as a service

Almaviva TSF aimed to build a brand new data center, offering a variety of IT resources (CPU power, storage, connectivity) to new and existing customers, with the goal of increasing revenues and reaching new markets. Security played a critical role in this project, specifically addressing the following needs:

- Effectively protect the individual computing “cells” offered to customers
- Separate and protect the shared computing resources
- Support a mixed virtual/physical infrastructure
- Enable the highest data throughput in a high performance, 10 Gigabit environment
- Allow for a single console, easy centralized management

## SELECTION PROCESS

### Selection Criteria

- ✓ Effective and transparent security management – with a centralized console
- ✓ Excellent performance – Highest data transfer rate is maintained in a 10 Gigabit environment
- ✓ Effective management of virtualized as well as physical environments
- ✓ Ability to scale fast and cost effectively as new services are requested
- ✓ Better workload management and capacity planning
- ✓ Highest resource optimization of CPU power, storage, and connectivity

### Why Check Point

**“We were looking for a scalable solution, enabling us to start small and scale fast. Check Point has met all our requirements, and at the same time elevated our global level of security.”**

Alberto Giaccone,  
DataCenter Network Manager, Almaviva TSF

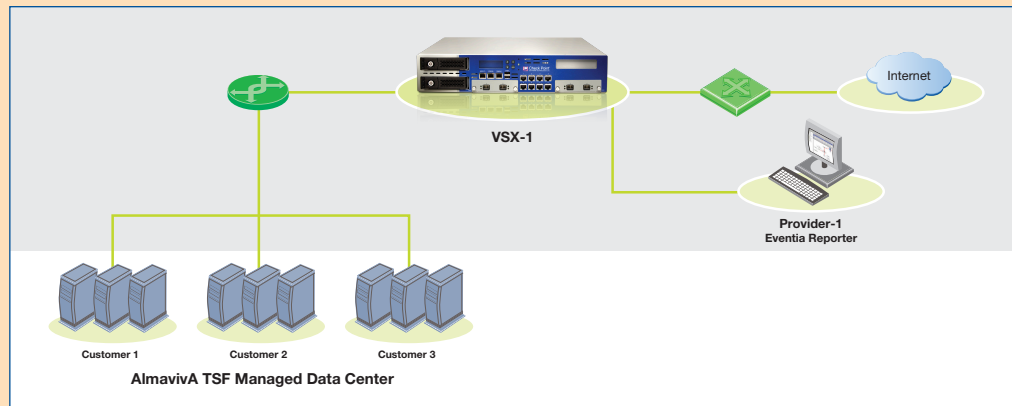


## THE CHECK POINT SOLUTION

Check Point solution provides security to Almaviva TSF's brand new infrastructure

### 1 A brand new data center has been created following the paradigm of virtualization

Resources are shared among customers to maximize their efficiency and can be adapted instantaneously to the specific needs, as soon as they evolve. New service requests can be implemented quickly with the highest security protection.



### 2 Monitoring and securing traffic within the data center

Check Point solutions monitor and control traffic within the data center as well as on the perimeter. The highest level of security is provided through the implementation of VSX-1 appliances, which integrate into a core infrastructure already protected by Check Point appliances.

### 3 Centralized control to ease management

Provider-1 enabled Almaviva TSF to consolidate up to 250 management consoles on a single server, and Eventia Reporter aggregates all security reporting generated by all gateways in a unique, graphical format, to make management easier and more effective.

### 4 A Mixed computing environment to provide highest performance and flexibility

The new data center offers a mix of virtual and physical resources, provided to the customers according to their specific needs. Almaviva TSF needed one security solution able to encompass both environments with a common expertise and a single management console. Check Point offered the ability to manage virtual resources as well as physical, to scale easily and cost-effectively, at the same time raising the levels of security.

## CHECK POINT BENEFITS

### Excellent Performance

- Ability to support a 10 Gigabit infrastructure
- No bottlenecks within the data center

### Support of Virtual Environments

- Virtualization to maximize resource optimization
- Seamless management of mixed physical/virtual environments

### Great Scalability

- Ability to quickly add new services
- Resource provisioning on the fly

### Unified Management

- Single console
- Centralized management

## SUMMARY

### Secure • Effective • Flexible

- Allows optimal resource utilization – CPU power, storage and connectivity are always available to customers
- Supports a brand new infrastructure – virtual and physical resources are managed centrally through a single console
- Enables a new business model – offering data center as a service

### Significant Business Benefits

- Overall TCO dramatically reduced
- Significant server cost reduction
- Significant ROI, already expected in the first year of business

**“This project actually changes our business model for the future, allowing us to offer services in a flexible and effective way, backed with the maximum security.”**

Alberto Giaccone