

# X by Orange Guarantees Security in The Cloud with Check Point

B2B technology arm of Spain depends on security from Check Point to provide advanced and easy-to-use services to SMB customers.



## Customer Profile

The B2B technology arm of Orange Spain, X by Orange, provides its SMB clients with cloud, mobile and endpoint security solutions.

## Challenge

- Make cloud-based security available to advanced service companies at an affordable price
- Automate security management and give clients peace-of-mind

## Solution

- Check Point CloudGuard IaaS
- Check Point Zone Alarm

## Benefits

- Guaranteed security and privacy of communications for SMB clients
- Continuous protection against new and existing threats
- A reliable, managed solution that provides peace-of-mind for clients

“Our clients know that they have a solution that is kept constantly up-to-date by Check Point, providing real-time prevention against known and emerging threats.”

— José María San José, CTO and CIO, X by Orange

## Overview

### X by Orange

X by Orange is the branded trademark of Orange B2B Technology, a subsidiary of Orange Spain. Established to promote the growth of small and medium businesses, it uses the cloud to transform and digitize communication.

“The company is followed with great enthusiasm by the whole Orange group. We are implementing a new model of software development and product integration which is not only of interest and relevance to Orange Spain, but also outside the business itself,” explains José María San José, CTO and CIO of X by Orange.

## Business Challenge

### Growing importance of security

X by Orange’s mission is to enable access to digital services via the cloud, providing the features SMBs need at a competitive price and without requiring long-term commitment.



“Working with a vendor like Check Point has been key to the success of our service.”

— José María San José,  
CTO and CIO, X by Orange

When it began developing two new products, X-Privacy and X-Security, X by Orange needed a security solution that would ensure the products were not only affordable, predictable and easily operated, but would also protect their clients’ corporate data from known and unknown cyber threats without requiring hands-on management.

“In designing our business plan, we saw that providing security via a next-generation firewall, a control panel for threats and endpoint security is fundamental to developing a digital infrastructure security service and product for SMBs,” explains José María San José.

## Solution

### Designing the right products

“After analyzing the market and running a highly competitive tender, we saw that Check Point CloudGuard for AWS and Check Point ZoneAlarm were the perfect fit for the X Security and X Protection products we planned to launch.”

CloudGuard protects businesses against Gen V cyberattacks on the cloud, using real-time sandboxing and cloud-based threat intelligence. ZoneAlarm provides X by Orange with anti-virus and advanced firewall protection, along with anti-phishing to block identify theft and threat emulation to prevent zero-day attacks.

X by Orange assessed Check Point against strict criteria, including the number of features and their level of sophistication. “From an operational point of view, working with Check Point also gave us access to a wide network of first-class support across Spain,” continues José María San José.

Check Point Next Generation Firewall and Threat Protection are now built into both X- Security and X-Privacy. This allows multiple sites to interconnect in a secure way, protecting corporate and financial data, even when accessed using mobile devices.”



“All connectivity and all user activity on mobile devices is protected by the advanced Check Point solutions.”

— José María San José,  
CTO and CIO, X by Orange

## Benefits

### Cloud services that support SMEs every day

X-Security prevents IT threats and attacks from impacting client companies. Check Point CloudGuard for AWS enables X-Security to analyze and filter all outbound and inbound internet traffic across all sites. This guarantees that all communications between sites are encrypted, authenticated and protected through powerful cloud firewalls.

X-Protection, developed using Check Point Zone Alarm, is a comprehensive security service that protects companies' devices. It includes a protection module for PCs with anti-virus and anti-ransomware capabilities, and an advanced mobile protection module for iOS and Android devices.

“Our philosophy as a company is to be able to provide secure cloud services. We believe the cloud is the future due to its flexibility, agility and the security it provides,” explains José María San José. “SMBs have relatively similar needs, which allow us to standardize the services we offer and provide a solution which is easily understood, contracted and implemented.”

The Check Point solutions strengthen their clients' confidence, “All connectivity and activity is protected by the advanced Check Point solutions. Our clients don't need to worry about anything. The solution is always kept up-to-date by Check Point, providing real-time prevention against known and emerging threats.”

“Working with a vendor like Check Point has been key to the success of our service. The company has been committed to the project from the outset and all of us in the industry know how important that is,” concludes José María San José.



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