

## PROVIDING NEXT-GENERATION SECURITY

SAIT COMMUNICATIONS (A SpeedCast Group Company)

### ABOUT THE ORGANIZATION

SAIT COMMUNICATIONS, a member of the Speedcast Group, is a well-established company in the maritime market for many years, offering full services concerning satellite telecommunications provisioning, ISP and support services as well as sales for a wide range of SatComs Solutions.

The company utilizes a proprietary developed solution combining embedded systems, cutting edge infrastructure, virtualization and a wide toolset of value added solutions, creating the unique Sigma Base Solution.

SAIT COMMUNICATIONS is located in Piraeus, Greece, and in Limassol, Cyprus, operating in the heart of the Mediterranean maritime activities offering its full portfolio of services and products in more than 60 countries.

### ORIGINAL CHALLENGE

The aim was to create an Inmarsat enabled Data Center (DC) and Point of Presence (PoP) maintaining close to a hundred percent network availability in order to deliver Internet services and connectivity to maritime vessels. The solution had to be centrally managed and in the same time had to maintain state of the art security offerings to end customers. All the previous targets had to be achieved by utilizing a simplified and fully programmable approach into a single platform with limited ICT staff resources.

### WHY CISCO

With Cisco, there's never a better time to know what's happening in our entire network. There's never a better time to be protected as the threats are stopped before, during and after the attacks. We can automate security, even after attacks, across physical, virtual and cloud to reduce complexity and quickly remediate attacks.

### THE DEPLOYMENT

A cluster of ASA-X Next Generation Firewalls with Firepower Services in combination with quad ASR4K routers were deployed to the Data Center providing unparalleled resilience, availability and scalability to the DC itself and to the end customers' services.

At the same time, costs dropped drastically by simplification in operations, management and support services along with the streamlined integration with existing systems onto company's existing infrastructure. Intrusion Prevention, Advance Malware Protection and URL filtering licenses were installed on the devices in order to maximize the user protection while providing thorough complete reporting capabilities.

All the previous, led to a complete and rigid security infrastructure offering impressive security services while keeping CAPEX and most importantly OPEX low.

### RESULTS

The solution provided a simplified and API-based, centralized management available to the involved staff while maintaining low headcount for operations. This results to state of the art services, availability and reliability of the networking services as well as robust scalability to meet future needs.

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We have achieved all of our targets. With ASA-X Next Generation Firewalls we have a complete and rigid security infrastructure with unparalleled resilience, availability and scalability.

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George Venianakis, CCIE™ #8418  
Chief Technology Officer, SAIT COMMUNICATIONS

