



# Security

Maintaining integrity

Malte.gosau@easynet.com

#easynet

# Who am I?

- ▶ **Malte Gosau**
- ▶ **Sales & Marketing Director**  
– **Easynet Germany and Switzerland**
- ▶ **Industry experience: 10 years experience in IT**
  - ▶ Customer Consulting as opposed to selling products
  - ▶ Hosting Knowledge with a background in Compliance
  - ▶ Talking to CIOs and Directors on a daily basis



Who are we?

**17 years**

**€1¼ Billion**

**Gartner®**

# What are the needs of our customers?

Scalable resources

Flexible pricing  
models

High availability &  
performance

Dedicated contacts &  
personal service

Various demands  
One solution?

Sector knowledge

Compliance

Security

Professional partner

# Is Cloud the solution?



**Various vendors**

**Various solutions**

**Inexpensive services?**

# Public vs. Private: Questions to ask...



# Security: The immediate questions

- ▶ **Who has access to my data?**
- ▶ **How can I ensure my individual security needs are implemented?**
- ▶ **What is the damage in reputation in the case of security breaches?**
- ▶ **How would I be affected by a security attack to a platform?**
- ▶ **Do I face a personal liability as a Director in case of severe errors?**



# EasyNet Enterprise Cloud

**Hosting & Network  
knowledge**

**Dedicated hardware**

**Flexibility as a  
mind set**

**Guaranteed  
performance**



**Security  
professionals**

**Build-in compliance**

**Application  
Management**

**Committed  
professional team**

- ▶ **E-Commerce with a personal touch: Interactivity and wide offer range ensure emotional shopping experience**



## The challenge:

- ▶ Creation of a reliant platform on a pay per use model
- ▶ Fast and secure up- and downgrade of resources
- ▶ Consulting along the way

## The solution:

- ▶ Private Cloud design plus pay per use
- ▶ Direct access to a resource booking portal
- ▶ Dedicated Service Manager throughout contract period

## Why we won:

- ▶ Flexible and highly redundant technical solution
- ▶ Security: ISO 27001
- ▶ Well experienced in handling business critical eCommerce platforms with individual requirements

# Questions...

