



Confidence in a connected world.  Symantec.

## CUSTOMER SUCCESS

# Atea Sverige AB

## Atea Protects People and Information with Symantec

Atea is confidently expanding its business with Symantec™. This leading, multi-billion dollar Swedish IT infrastructure provider has standardized on a comprehensive suite of Symantec solutions—website security, cloud solutions, and encryption—to secure and manage client environments. A managed PKI service secures clients' e-commerce transactions and enables clients to exchange confidential information—this alone has saved the equivalent of two full-time staff. Atea's clients have not experienced a single email-borne malware or virus outbreaks in the last two years; the Symantec technology captures 99.999 percent of spam. And automated email encryption helps Atea clients' adhere rigorously to compliance with policies and regulations.

### IT infrastructure solutions for the Nordics & Baltic States

Atea is one of Europe's leading IT infrastructure partners, with an extensive presence in the Nordics and Baltic states. Headquartered in Sweden, the company has approximately 6,000 staff and a group revenues of \$3.5 billion (23 billion SEK).

Symantec is part of Atea's DNA. The Swedish company relies on a comprehensive, integrated suite of Symantec Website Security, .Cloud, and Encryption solutions to support both its internal needs and the outsourced needs of its extensive customer base. Let's start with Website Security. Atea has standardized on the best-in-class Symantec Managed PKI for SSL certificates to enable Atea's growing client base to exchange confidential information and to enable e-commerce. The cloud-based certificates management services allow Atea to administrate clients' SSL and Code Signing Certificates from a unified console.

Atea uses the Managed PKI service to support the website security needs of a leading Scandinavian retail group, for example, administrating more than 20 certificates. The use of the Symantec SSL and Code Signing Certificates inspires trust and confidence in equal measure—ensuing customers are satisfied to transact online with the retailer, and that staff can exchange information securely. By adopting the Managed PKI service, Atea has saved the equivalent of two full-time staff, who have been redeployed to other client-facing tasks.

### ORGANIZATION PROFILE

**Website:** [www.atea.se](http://www.atea.se)

**Industry:** Technology

**Headquarters:** Kista, Sweden

### SYMANTEC SOLUTIONS

Website Security

Encryption

Cloud

## Why Symantec?

- Best-of-breed solution inspires client confidence
- Integrated website security, cloud, and encryption suite
- Previous positive experience with Symantec

“The Symantec MPKI for SSL service is ideal for our large clients who need to manage multiple SSL certificates,” says Piotr Rodziewicz, project manager, Atea. “We have total control over the cost of the certificates process, the Symantec account management is great, and the single point of contact makes the entire certification process quick and easy.”

### Innovative and reliable messaging security for up to 20,000 users

Symantec Email Security.cloud complements this rigorous website security process. Atea benefits from inbound and outbound messaging security for up to 20,000 client users, antimalware, antispam, and email encryption. Like the Managed PKI service, it is all administered from one console. Since going live, Atea has experienced no email-borne malware or virus outbreaks, and the solution captures 99.999 percent of spam (just 12 false positives have been recorded in the last two years from millions of emails).

The cloud-based solution is quick and easy to deploy too: Atea recently launched the Symantec mail security solution on behalf of a client in just 40 hours. “I’ve worked with different mail security solutions for the last 10 years and nothing comes close to Symantec Email Security.cloud. We can offer the cloud-based service to our clients with complete confidence. It is secure, cost-effective, and incredibly flexible,” says Rodziewicz.

Email encryption is also provided by a Symantec Desktop Email Encryption solution. This is used to automatically encrypt and decrypt email used by senior management staff of Atea’s clients. Transparent to end users, the solution (powered by PGP technology) improves compliance with policies and regulations, without any impact on management team productivity. Email is encrypted starting at the client instead of the mail server or gateway, ensuring only the authorized end users access content.

## SOLUTIONS AT A GLANCE

### Key Challenges

- Meet clients’ demands for agility and low TCO
- Streamline purchase, administration, and processing of SSL certificates
- Secure clients’ financial transactions and data

### Symantec Products

- Symantec™ Managed PKI for SSL service
- Symantec Email Security.cloud
- Symantec Email Encryption

## BUSINESS VALUE AND TECHNICAL BENEFITS

- Efficiently secured clients’ e-commerce transactions and enabled clients to exchange confidential information
- Administrated clients’ SSL and Code Signing Certificates from a unified console—saving equivalent of two FTEs
- No email-borne malware or virus outbreaks in two years
- Captured 99.999 percent of spam
- Automatically encrypted/decrypted email, improving compliance with policies and regulations, without any impact on management team productivity

“Three things stand out about the relationship with Symantec,” says Rodziewicz. “First, the solutions inspire trust and confidence among our growing client base. Second, the integrated solutions mean we don’t have to staff up as the business grows. And third, the account management is proactive, professional, and very knowledgeable.”

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