

## Case Study

# UDgateway-VPN opens up new revenue streams for Divona



- > VPN service launch by satellite service provider
- > Leveraging UDcast expertise
- > Addressing new markets

## COMPANY PROFILE

**Divona, a Monaco Telecom subsidiary, is a leading provider of satellite solutions for the business world. Divona is committed to placing broadband Internet via satellite within easy reach of enterprises, and simplifies the uptake of satellite broadband access by making it fully transparent to users.**

**Divona services are deployed to thousands of sites from Norway to Morocco, from the UK to the Ukraine, and throughout the Middle East.**

## BUSINESS AND SERVICE ISSUES

As a provider of broadband Internet access via satellite, Divona was looking for a way of building upon its existing business model and infrastructure by offering new added value services. With increasing demand from numerous customers for a satellite friendly VPN service, Divona decided to seek a way of delivering a high quality VPN service over its standard satellite Internet access.

## THE SOLUTION

Divona was faced with the task of delivering standard VPNs over a satellite network or a hybrid network (satellite and terrestrial). The UDcast solution quickly emerged as the only solution enabling the use of standard IPsec VPNs. The usual terrestrial VPN players were unable to offer equipment coping with the specificities of the satellite medium while other, more satellite specific solutions, did not enable Divona to respond to their clients' demand for the network security of traditional IPsec VPNs whilst retaining terrestrial-like performance.

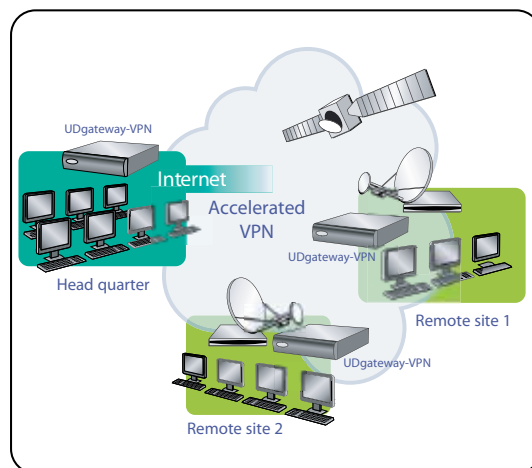
By deploying UDcast's UDgateway-VPN, Divona has enabled its customers to benefit from hub and spoke VPNs with seamless integration. By placing a UDgateway-VPN behind the satellite indoor unit at the remote site and a central UDgateway-VPN at the main customer site (whether connected by satellite or terrestrial broadband), Divona meets both the security and performance concerns of clients.

Using UDcast's satellite aware IP appliances Divona are developing a whole new range of services tailored to meeting enterprise needs. Divona are able to offer access for all enterprise sites to essential enterprise applications with full support. These services are being rolled out throughout Europe and the Middle East, and in particular Algeria and Tunisia where Divona have been awarded VSAT licenses.

## WHY UDCAST?

Divona identified the following reasons for choosing UDCast.

- > Expertise with joint service definition, sales and technical support training
- > An all-in-one solution offering the network security of a traditional IPsec VPN with enhanced performances over satellite
- > Support for satellite only networks or hybrid networks
- > Highly flexible solution coping with the endless different enterprise network architectures
- > Scalable solution enabling a pay as you grow approach
- > No hub intervention needed



## BENEFITS OF CHOOSING UDCAST

Since the introduction of their new VPN service Divona have seen an increase in their customer base with the VPN service, not only interesting existing clients but opening a whole new market. From SMEs needing a limited number of VPN connections, to large corporation seeking to extend their LAN to their satellite connected remote sites, the adoption of the UDCast UDgateway-VPN has enabled Divona to address a new market without changing its business model or network.

## CLIENT QUOTE

**"The roll out of UDCast's UDgateway-VPN has boosted our business enabling us to address a new rapidly growing market." (Jean-Louis Oustrières, CEO, Divona).**