

Creating a secure mobile cloud

Cassidian offers customers a modular solution to cloud computing with Intel® Modular Server



Challenges

- **Cloud access.** Give customers with small branches and limited IT support the tools to benefit from cloud services in a secure environment
- **Add hardware.** Maintain Cassidian's high security reputation while delivering a server solution that combines the best performance and reliability

Solutions

- **Modular foundations.** New Moseo Infra* mobile server solution is built on the Intel® Modular Server
- **Remote support.** Features like Intel® Command Line Interface (Intel® CLI) enable remote administrators to carry out centralized management and monitoring
- **Easy applications.** Software can be downloaded from an app store-style portal through the Moseo Infra device

Impact

- **Simple start-up.** Non-technical customers at remote sites can implement new units themselves, using deployment script proven at 26 Cassidian sites
- **Wide appeal.** Cassidian expects the solution to appeal to a large number of organizations, such as banks and supermarkets, that have many small sites



Cloud for all

Cassidian, an EADS company with around 28,000 employees, is a worldwide leader in global security solutions and systems, providing leading systems integration and value-added products and services to civil and military customers around the globe. In 2011, Cassidian achieved revenues of EUR 5.8 billion (USD 4.3 billion).

Its customers have come to expect the highest standards from Cassidian and the products it develops. Naturally, the company wants to ensure it continues to achieve the customer satisfaction and security excellence on which it prides itself. At the same time, it always has its eye on evolving technologies and new approaches to help serve its customers.

"Cloud computing is no longer the preserve of the large enterprise," observes Jean-Francois Tesseraud, architect and security expert, Cassidian. "Organizations of all sizes and locations are now eager to experience the benefits of the virtual office, and as-a-service applications. We wanted to give this capability to those of our customers that have previously been hindered by having multiple small sites and limited IT resources to support a full-scale cloud architecture - all with the strong security that we're famous for, of course."

Cassidian wanted to create a modular IT architecture that would combine cloud, mobility and security in one offering, making it easy and cost-effective to install and operate. "Our challenge was that while we're experts in security, we don't have the same level of in-depth knowledge about hardware, so we needed to find a vendor that would collaborate with us to develop the best solution for our customers," says Tesseraud.

The right foundations

Cassidian carried out detailed research into the hardware options available for its new modular, secure cloud offering. After testing a number of options to compare their functionality and performance, it eventually chose to base its new product on Intel Modular Server. "We liked the fact that it offered everything we needed in one unit," says Tesseraud. "With as many as six diskless compute blades, an integrated SAN, and processing power from the Intel® Xeon® processor E5 family, it covered all the bases." The absence of hard disk parts was an important consideration, given the target market segment that Cassidian had in mind. "For small branches and offices with no on-site IT support, the fewer potential points of failure the better. Not having to worry about hard disk replacement was very attractive," he explains.

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*Jean-Francois Tesseraud,
Architect and Security Expert,
Cassidian*

Security solution leader develops modular server solution based on Intel® technology

Tesseraud and his team also liked the fact that a solution based on the Intel Modular Server would enable its customers to manage individual sites' IT systems remotely. By using Intel CLI, central IT administrators can issue commands to remote systems over the local area network (LAN). This simplifies essential maintenance tasks such as issuing software patches and security updates across the organization without administrators needing to visit each site.

"The solution has been proven by use with many Intel customers, so we knew it would work well and address the hardware and manageability requirements we had for our new offering," Tesseraud comments.

The two organizations worked closely together to develop Cassidian's new product on the basis of Intel Modular Server. The resulting Moseo Infra provides a complete IT architecture for remote sites. Designed with plug-and-play in mind, it can be easily set up and maintained without any IT resource on-site and includes access to the Moseo Store*, which offers software packages and automatic provision of applications.

In addition to the hardware element, Cassidian offers a Moseo service center for customers who require help with remote administration and patch management, as well as a security operations center, for those who are particularly concerned about security monitoring.

A compelling proposition

Cassidian is about to launch the Moseo Infra to the marketplace and is optimistic about its prospects. "We feel the solution meets a customer need that hasn't been satisfactorily addressed before," says Tesseraud. "Not only does it provide the high standards of security, connectivity and performance that are characteristic of all our products, but it is also so simple to use that even employees with no IT skills can implement it and get it up and running. They can download and install new software whenever they need to, using an app store format that is now familiar to anyone with a smartphone."

Besides making IT less of a headache for business users at small and remote locations, Cassidian's Moseo Infra is also ensuring that, with centralized management and monitoring, senior management and IT administrators can still retain an enterprise-wide view.

"It's very important for our customers that Intel technology is involved in delivering this solution," Tesseraud says. "Its technology is very well-respected, and we can be confident that our customers are getting strong performance and reliability. This is enhanced by the fact that Intel Modular Server is bladeless, and so much easier to maintain. Being simple to install, it also means we can eliminate a lot of complexity for business users who don't have the time or inclination to worry about IT issues."

This simplicity of deployment is essential, and something that Cassidian worked hard on during the development phase. "We developed a deployment script and used it to implement the new solution at 26 of our own sites, so we have proof that it works," explains Tesseraud.

Cassidian expects the Moseo Infra to appeal to a wide range of new and existing customers, such as banks, for whom security is essential but which

Lessons learned

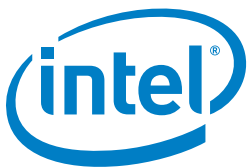
Understanding your customer well is the key to commercial success. Providing them with an innovative solution that fills a need effectively can add real value to their business. By identifying such a need and working closely with Intel to develop the optimal solution, Cassidian has built on its reputation for advanced security solutions and innovation that will help build its own business in the future.

also have many small branches scattered across wide geographic areas.

Additional applications and capabilities will be added to the Moseo Infra offering over the coming months, which will be made available through the cloud. They will be run from a secure data center operated by Moseo. "We also intend to work with Intel again," adds Tesseraud. "We're planning a new open source software package at the moment, and will need Intel's expertise to help ensure it's optimized for our hardware platform."

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