IRONKEY™
by imation

Telefónica Deutschland

Better Connections for Contractors

Industry | **COMMUNICATION**

IronKey Solutions | **IRONKEY™ WORKSPACE W500**

Region | **EUROPE**

Telefónica Deutschland is one of Germany's largest mobile and fixed line telephony providers, with over 47 million customers. The company offers post-paid and prepaid mobile telecommunications products to its private and business customers, as well as innovative mobile data services based on GPRS, UMTS and LTE technologies. Telefónica Deutschland also offers DSL fixed network telephony and high-speed Internet. Headquartered in Munich, the company has customer care offices all over Germany, and operates several thousand GSM and UMTS base stations.

> *" The IronKey Workspace devices were the only solution on the market that met our strict security requirements. They are light, user friendly, and easy to manage. "*

Telefónica
Deutschland

Erdal Akkaya

Project Manager
Technical Lead
Telefónica Deutschland

Keeping the Lines of Communication Open

Alongside 4,000 employees, Telefónica works with around 3,000 contractors across a range of technical, operational and administrative functions.

Traditionally, Telefónica would control access to the corporate IT network for external partners by only enabling connections from desktop computers provided in a number of Telefónica's offices.

With the advent of Windows 8, an office move in 2014 and a drive to reduce the number of desks per staff member, Telefónica started to look at innovative ways to deliver a more flexible working environment that allowed for portability and remote access without impacting user experience, productivity and security.

Cost Effective & Secure

The company identified Windows To Go as a cost effective mechanism to provide this flexibility and Telefónica researched the market, considering a number of devices certified for Windows To Go. After running a comprehensive proof of concept project, Telefónica selected Imation's IronKey Workspace W500 Windows To Go USB devices for their security, reliability and enterprise features. With hardware encryption, mass provisioning and comprehensive device management functions delivered via a centralised administration console, the solution could easily scale within Telefónica's environment whilst meeting all of the company's strict security requirements.

From Telefónica's perspective, the IronKey devices enabled them to turn third-party hardware, which they previously could not manage or trust, into trusted and managed endpoints on their network. Telefónica used its existing provisioning tools and processes to load the full corporate image, including operating system, security policy, applications and data, onto the lightweight and robust IronKey USB sticks. Contractors can now boot their Telefónica

working environment on any compatible PC or laptop, whether they are hot-desking on Telefónica's premises, or working remotely on their own laptops.

The devices physically separate Telefónica's IT environment from that on the host hard drive, allowing contractors to use their own hardware, and removing the restriction of having to work from a Telefónica office for systems access.

In line with Telefónica's security requirements, Telefónica has implemented and enforced strong security and password policies on the IronKey devices through the administration console. If a device is lost or stolen, it can be wiped or locked remotely at the touch of a button. Similarly, Telefónica can remotely reset passwords from the management console – saving the IT helpdesk many hours of dealing with forgotten passwords, and ensuring that the contractors can remain productive.

Telefónica also benefits from significant cost savings. Moving from one seat for each worker to one seat for every 1.5 workers and no longer needing to provide hardware to contractors, each IronKey device deployed saves Telefónica more than 2,500 Euros over 3 years.

"Our contractors appreciate the flexibility of being able to work securely from wherever they are."

Erdal Akkaya
Project Manager
Technical Lead
Telefónica Deutschland

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Solution for Contractors

As many of the external staff members are on short term contracts, the ability to quickly deploy new USB devices and distribute them to new contractors in the post was another strong selling point - as well as Imation's mass provisioning tool which allows Telefónica to prepare 20 devices at once in under an hour, resulting in additional time and cost savings along with the ability to recycle devices between new joining contractors and leaving staff.

Around 400 contractors have benefited from using the IronKey Windows To Go devices, with the deployment being extended over the next two months. With the success of the roll-out and positive feedback from the contractors, Telefónica is now considering offering the devices to its internal employees as a BYOD option. The compelling business case along with the desire for employees to benefit from BYOD without compromising their private data makes IronKey's Workspace W500 Windows To Go USB the ideal device for this.

Successful Partnership

"*It has been a pleasure to work with such a technical innovator as Telefónica. The company has leveraged the enterprise features of Windows To Go to save huge amounts of money without impacting on the productivity or user experience of the contractors and, more importantly, without compromising security.*"

Jon Fielding, Director of Sales, EMEA Ironkey by Imation Mobile Security

For more information about IronKey Workspace W500, visit ironkey.com

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