

# ExactTrak

## ExactTrak turns to the Fujitsu Cloud Platform to provide secure, flexible and scalable hosting platform

» We chose the Fujitsu Cloud Platform for its commitment to data security, integrity and proven global reach. Our customers demand the highest security standards and unanimously agree that Fujitsu more than meets their requirements.«

Norman Shaw, CEO, ExactTrak



### The customer

In early 2011, mobile data security specialist ExactTrak launched its latest innovation, Security Guardian – a small USB memory stick which encrypts and tracks mobile data. Packed with the latest technology, its integrated GPS and GSM modules give users complete control of where and how mobile data is used. Courtesy of an on-board battery, it also allows users to remotely delete data, regardless of whether the device is connected to a computer or the internet. Security Guardian is designed to enforce robust mobile security policies and provide the ability to track them.

### The challenge

At the heart of the Security Guardian solution is the management console which provides remote access to the devices and maintains a verifiable audit trail detailing when and where data was accessed. The reporting is designed to meet the most stringent EU data protection legislation, enabling customers to avoid huge fines and reputational risk. It was critical then for ExactTrak to find a partner that could host the management console while providing the utmost levels of security, scalability and availability.

ExactTrak believed that a cloud computing approach would be the most cost-effective solution but found many of the offerings on the market clunky and cumbersome. As an existing partner of Fujitsu, it turned to it for advice.

*“The cloud computing services offered by the likes of Amazon and Google weren’t sufficiently secure or intuitive to host the management console effectively. I had been working with the applications division at Fujitsu so I asked the team for their opinion,”* explains Norman Shaw, CEO, ExactTrak. *“As it turned out, Fujitsu had been developing its own Cloud Platform – this looked to be the perfect solution to our hosting needs.”*

### The solution

Fujitsu’s Global Cloud Platform offers Infrastructure-as-a-Service from Fujitsu’s Gold Certified Tier III data centre to provide resources that can be employed on-demand and suited to customers’ needs. The service ensures a high level of reliability and security that is sufficient for deploying business application and systems. By using this service, customers can significantly reduce ICT system costs by avoiding the necessity of building their own systems when ICT infrastructure is only temporarily needed, or for business systems which entail wide fluctuations in capacity requirements.

#### THE CUSTOMER

Country: United Kingdom  
 Industry: Mobile communications  
 Found: 2011  
 Website: [www.securityguardian.uk.com](http://www.securityguardian.uk.com)



#### THE CHALLENGE

ExactTrak needed to find a partner to host the management console that sits at the heart of its new Security Guardian solution. It needed a secure, user-friendly, flexible, scalable and cost-effective cloud computing platform to act as host.

#### THE SOLUTION

The Fujitsu Cloud Platform offers self-service cloud computing capacity on a true pay-as-you-use basis, incorporating the best in security features both in the data centre and desktop. It is reliable, scalable and easy to use, with ExactTrak able to upload and configure its console within 15 minutes.

#### THE BENEFIT

- Security Guardian Management Console uploaded and configured within minutes
- Ultimate security measures including gold-certified data centre and 128 bit encryption
- ExactTrak only pays for the virtual machines and storage it uses on an hourly basis, keeping costs down

The Cloud Platform provides access to customers via a secure portal through which they can build and configure their own architecture within a matter of minutes. Firstly, customers must be registered companies or organisations – a simple credit card is not enough to become a member of the trusted cloud community. Secondly, the tier III data centre that hosts the service is the only one outside the US to have been gold-certified by the Uptime Institute. Thirdly, data is stored on 128 bit encrypted servers and access is provided through secure VPN connections. When users create an account, it issues an encrypted certificate rather than a traditional username/password combination.

*“Fujitsu’s Cloud Platform delivered on two key criteria: ease of use and security. We were able to upload and configure the management console within 15 minutes,”* adds Shaw. *“But it also delivers on flexibility, with a true ‘pay-as-you-use’ charging model which means we don’t need to worry about a significant upfront investment.”*

With the Fujitsu Cloud Platform, there are no management fees, set-up charges or hidden extras. It is a genuine self-service pay-per-use model based on how long each virtual machine runs for and how much data is stored. As such, it is simple for customers to add capacity as the business grows, encouraging and enabling innovation by bringing the cost of entry down as low as possible.

*“We chose the Fujitsu Cloud Platform for its commitment to data security, integrity and proven global reach,”* comments Shaw. *“Our customers demand the highest security standards and unanimously agree that Fujitsu more than meets their requirements.”*

## The benefit

With the management console now securely hosted on the Fujitsu Cloud Platform, Security Guardian has been successfully deployed and is already attracting customers from across the UK.

*“Energy companies, financial service organisations and big public sector bodies like the NHS have all shown an interest in Security Guardian because it is the only solution that offers total control over mobile data, including the ability to remotely delete it,”* says Shaw. *“Frequently, the first question they ask us is: ‘where is the console hosted?’ When they find out that Fujitsu is responsible and has the global infrastructure and security to support it, they are confident in the integrity of the solution.”*

Customers can securely log onto their console as hosted by Fujitsu, track data use, set geographical usage parameters and even completely delete data should a device become lost or compromised.

## The conclusion

*“We were amazed at how quickly and easily Fujitsu’s Cloud Platform accepted and configured our console. The team was massively enthusiastic and understood exactly what we were trying to deliver,”* concludes Shaw. *“They’re even looking at other cloud-hosted applications we might be able to link to.”*

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2011-07-20  
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