

APAC CIO Outlook

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25 Most Promising Cloud Solution Providers - 2017

With the growing number of web-enabled devices used in today's business environment, cloud computing has gained traction in the marketplace. Due to the improvement in technological capabilities and changes in marketplace demands, cloud computing is steadily replacing more rigid software and services licensing models. Although cloud computing is not something new in the marketplace, nowadays it has become a mature technology that holds significant impact on IT and how user access applications, business services and information. Businesses and organizations strive to look for a long-term plan to know the cloud and their internal systems.

Cloud providers continue their quest to offer best benefits in the form of application services and data analytics to help level the playing field for SMBs. Most businesses turn to different cloud service providers to help them meet their businesses demands. It means they take advantage of public and private cloud. Admittedly, this had led to some concerns about businesses and their ability to keep an eye on their

resources and maintain a firm hold on the cloud they are using. While most companies are switching to not just one cloud service to meet all their needs anytime soon, the increase of hybrid cloud options helps streamline the mix of public and private clouds. This allows businesses to embrace the speed and agility of cloud while still maintaining compliance around security, cost, and performance. To ensure significant returns on their cloud investments, enterprises also need to carefully evaluate which application or workload should be moved to the cloud and what should remain on premise. With a plethora of vendors, choosing the right cloud solution provider who can meet the needs of a different business poses a challenge.

Perceiving this, the current edition of the magazine brings you "25 Most Promising Cloud Solution Providers," that highlights some of the most prominent solution providers in the industry. The proposed list aspires to assist IT executives to find the relevant cloud solution provider, who meet their specific requirements and helps organizations to foster an IT environment that can promote profitability and productivity.



Company:

FirstWave Cloud Technology

Key Person:

Steve O'Brien
MD

Description:

FirstWave operates a technology business in the burgeoning cloud based IT managed security services market, having created an intelligent carrier grade cloud security platform for business

Website:

firstwave.com.au

FirstWave Cloud Technology:

Riding the Wave of Cloud Security



Australian technology company FirstWave has gone a long way since its inception in 2001. The company helps the most successful firms in Australia (and abroad) protect and govern their most sensitive business data. FirstWave's cloud security solutions leverage its partnership with Australia's largest telecommunications operator - Telstra Corporation Ltd - with integrated telco business processes & business and Operational Support Systems (BSS/OSS).

In August last year, FirstWave bolstered its cloud security platform offering to Telstra's enterprise and government clients with the integration of a new service provided by security vendor Cisco. This new service incorporates Cisco's AMP cloud-based solution into FirstWave's Telstra's cloud security gateway infrastructure. The firm has had a long standing partnership with Cisco, integrating security technology with its core cloud security solutions. Together, these tools have over the years enabled clients to reduce complexity and focus on their core operations.



others. The service team at FirstWave helps its clients to implement these solutions for both its customers and for Telstra, one of the leading tech innovators in the world.

Steve O'Brien, FirstWave's Managing Director states, "For telecommunication companies, cloud security solutions are now important, because this is a new growth area for their networks. For this reason, telcos need tools to help them implement point solutions for their customers such as cloud email, web, and NGFW security. We provide telcos with a cost-effective way to market their security solutions to their clients."

Many global security vendors are also seeking ways to get to the telco world and its customers, and FirstWave allows them to bridge that gap by providing them with the best cloud security orchestration platform for telcos in the world.

FirstWave's latest offering, the Cloud Content Security Gateway (CCSG) is a fully virtualized solution allowing telcos to deliver advanced cloud security solutions to downstream customers that are cost-effective, scalable, and resilient.

With an experienced local team, including service employees, programmers, security architects, and support services team, FirstWave is not constrained by a single point solutions or vendors—it offers solutions across all key security vectors. Many of its clients need localization of service support in their area, as well as hotlines, and one of FirstWave's strengths is that it helps its customers by providing the best working knowledge and support.

Commenting on the company's expansion into the Asian, European and North America markets, Mr. O'Brien states that "In 2017, FirstWave plans to integrate more CCSG platforms with telcos and data centers in these markets. The global telco interest in this solution has been very positive," he went on to say.

FirstWave aims to grow alongside its partners and clients. The company is developing new and more reporting tools for its customers to use, see and control their data, and seeks to expand more partnerships to further build security solutions on its platform. "You grow around the world—we grow with you," concludes O'Brien. **ACO**

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FirstWave has also been a key player when it comes to offering cloud email security, cloud web security, and virtual next generation firewalls fully integrated within its cloud security gateway platform. The cloud next generation firewall helps customers with deep and stateful packet inspection, intrusion detection and prevention, application control and visibility, global threat intelligence, data loss prevention, anti-virus and anti-malware services, IP-sec VPN, basic DoS protection, and URL filtering, among