

New NGFW Platform and Subscription Based Pricing Help Clavister Drive Orders

December 8, 2021 – Örnsköldsvik, Sweden – Clavister, a leader in European carrier-grade cybersecurity solutions for mission-critical applications, today announced that its new Next-Generation Firewall (NGFW) platform coupled with new subscription-based pricing model has yielded results with more than a dozen orders since the recent launch in October.

Clavister introduced a new high-performance Next-Generation Firewall platform series and an innovative subscription-based pricing model in October. Partners and customers have welcomed this launch with open arms and within just two months, Clavister is proud to have won over a dozen new contracts on the platform, initial value of approx 4 MSEK.

Recent wins have come from across the European region including Sweden, Germany and Finland, consolidating Clavister's strong positioning as 'Made in Europe' as a trusted European alternative to US-based cyber security vendors. These contracts also align with Clavister's core to-to-market strategy targeting three key verticals – EU government & public sector, defence and service providers.

"It's great to see the early ramp-up in interest of the new NGFW series, and that it continues to generate customer interest and substantial business for us, especially through our channel partners and public sector end customers," said John Vestberg, CEO of Clavister. "It is a great honour to secure critical part of our society with our cyber security solutions.

With the new subscription-based pricing model, we continue to transform our business and move towards predictable, recurring revenue. It positions us well for our long-term success and to serve Europe's mission-critical businesses with our proactive network security solutions including NGFW and Secure SD-WAN. Network security is evolving fast and we at Clavister are playing our part by enhancing our solution portfolio."

Growing adoption of IoT devices across the globe, combined with the new 'work from anywhere' trend raise a significant demand to protect the network infrastructure and subsequent investment in NGFWs. Flexibility and scalability of the NGFW solution is going to be crucial to protect users and devices on different combination of platforms. In addition, advanced persistent threat (APT) threats demand high functionality from the latest NGFW solutions. Continuous innovation is needed from the security vendors to keep up the game.

Clavister's NGFW solution protects offices, data centres and employees from cyber-attacks. It is a highly efficient and flexible solution which can be delivered both as hardware appliances in various sizes as well as virtual on KVM, Hyper-V or VMWare. Breadth of the new appliance series (Netwall 6000, Netwall 500 and Netwall 100) enables Clavister to provide scalable NGFW to cover large corporate headquarters and SMBs alike. These new high-performance platforms provide 10-40 GigE connectivity options at a significantly lower price point and optional Power over Ethernet (PoE) functionality.

The new subscription-based pricing model provides easy licensing and flexible deployment options with choices in performance and service levels, empowering customers to save time, reduce complexity and, critically, choose the level of deployment that suits their requirements. For existing customers, Clavister is currently offering lucrative upgrade options that guarantees much lower TCO compared to renewal of existing platforms.

Read more about Clavister's NGFW solution [here](#) or [contact us](#) today.

About Clavister

Clavister is a specialised European cybersecurity company, protecting complex digital businesses for more than two decades. Founded and headquartered in Örnköldsvik, Sweden, Clavister pioneered one of the first firewalls and continues to build robust and adaptive cybersecurity solutions since. Empowering a growing ecosystem of partners and resellers, we have been serving customers in more than 100 countries with 125,000+ deployments across public sector, service provider and defence sectors. Network, cloud, mobile, end points - we secure them all.

The stock, Clavister Holding AB, is listed at Nasdaq First North Growth Market. FNCA Sweden AB is the Company's Certified Advisor (+46 8-528 00 399, e-mail: info@fnca.se)

For more information or media inquiries contact:

Clavister Media Relations
media@clavister.com

Image Attachments

[Ngfw](#)

Attachments

[New NGFW Platform and Subscription Based Pricing Help Clavister Drive Orders](#)