

# Buyer's guide



advenica

# This is Advenica

Advenica offers unique encryption and segmentation products in network security. We help countries, authorities, the public sector, critical infrastructure and private companies secure society's most sensitive information.

Advenica has worked with cybersecurity at the highest level for 30 years. We are EU approved at the highest level of security, and our unique products are designed, developed and manufactured in Sweden.

We have offices in Malmö, Stockholm, Helsinki and Vienna, and are over 100 employees.

## Advenicas core – why you can trust us

Something that has been important to us since 1993 is trust and assurance – and our 30 years of experience has given us an important heritage that plays a large role to this day.

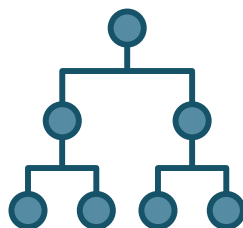
To protect what matters most and to contribute to a safer world, we build long-lasting relationships with our customers, employees, and partners, based on trust. For many years, we have been a trusted supplier to several national defence customers as well as other organisations with sensitive systems and digital information. This has given us extensive experience in cybersecurity and the high-security segment.

We control every step from design to aftermarket. This ensures confidence in our security features, which enables us to develop high-security products for critical data up to Top Secret classification. We constantly strive to solve new security challenges and meet different customer needs!

### TRUST



### HERITAGE



### ASSURANCE



# Our products

Advenica has extensive experience of future-proof and sustainable solutions that protect what matters most – your digital information. With our products, networks can be physically isolated while information can be exchanged securely.



## Cross Domain Solutions

Advenica's Cross Domain Solutions enable strictly controlled and filtered information exchange between domains with different security or protection needs, for instance databases, servers, applications, or combinations. Advenica's Cross Domain Solutions consist of a range of products with features for guaranteed one-way communication, secure two-way communication and secure file transfer:

- Data diodes (secure one-way communication)
- Security Gateways (secure two-way communication)
- SecuriRAM (self-erasing USB drive)
- File Security Screener (secure file transfer)

## Encryption systems

Advenica's encryption products protect files and networks against unauthorised modification, interception and access. Three Domain Separation, Advenica's proprietary technology-leading VPN encryption, meets the high standards that the defence industry, critical infrastructure and security organisations place on IP-based networks. Our products protect IP communication, data transfer and key management with quantum-secure algorithms and protocols:

- SecuriVPN (IP encryption system)



# What industries need our solutions?



## Critical infrastructure

Critical infrastructure such as electricity distribution, water supply, transportation and telecommunications all depend on IT systems for management, surveillance and control. Industrial control systems (ICS), also called SCADA (Supervisory Control And Data Acquisition), are in fact consequently essential to maintain the functionality of modern society.

We help organisations responsible for energy production and distribution, water supply, transport, etc. Our solutions raise information security in a unique way to keep infrastructure up and running at all times.



## Industry and corporate

Companies are a direct target for many cyberattacks today, making it strategically and tactically important to protect the information the business cannot afford to lose. Businesses that depend on IT systems for operations, monitoring and control are particularly vulnerable. Insufficient security can jeopardise competitiveness today and in the future.

We help manufacturing companies, industries and other organisations make the most of digitalisation without jeopardising valuable information critical to their operations and business.



## Public sector

Government agencies, county councils, municipalities and other authorities need to protect sensitive information and keep their infrastructure running. As society depends on its functions, their information security must be high.

Advenica's solutions ensure that sensitive information is protected and that important infrastructure can function, while meeting the public sector's needs for accessibility and connectivity.



## National security

The defence industry requires high assurance solutions to protect national security. To design, develop and produce products for the national security segment requires control of all aspects in the development project as well as all aspects of the product.

Advenica offers solutions for cybersecurity that meet the highest security requirements. We deliver high assurance solutions and development projects to the armed forces, intelligence and security agencies in several countries.

# Why choose a security solution from Advenica?

1

## **Our products meet the highest security requirements**

Advenica offers solutions for cybersecurity that meet the very highest security requirements. The product development at Advenica differs from traditional development work. Our customers demand that we with high assurance can vouch for and demonstrate that our solutions are secure. We can only do this if all work is done under strong security protection and if the solutions chosen are easy to gain confidence in, i.e. that they are easily evaluable. Therefore, we control every step from design to aftermarket. This ensures confidence in our security capabilities, allowing us to develop high-security products for critical data up to TOP SECRET classification.

2

## **We have extensive experience in cybersecurity**

Advenica has worked with cybersecurity at the highest level for more than 30 years. For many years we have been a trusted supplier to several national defence customers as well as other organisations with sensitive systems and digital information. This has given us extensive experience in cybersecurity and the high-security segment. We constantly strive to solve new security challenges and meet different customer needs.

3

## **Our products have several certifications**

Advenica has several products with certifications. Advenica's data diodes are the only ones on the market with a Swedish N3 assurance level approval. They are also approved at the highest level in several other countries. Advenica's encryption products are approved for SECRET/TOP SECRET (Sweden), SECRET UE/EU SECRET (EU), NATO SECRET RELEASABLE TO EU, AUT GEHEIM/SECRET (Austria).



#### **Products that live long**

A number of our products, for example data diodes DD1000A and DD1G, are constructed with components that have a very long life span and they do not have mechanically moving parts such as fans or processors. Once you install these data diodes, you do not need to do any updates. The MTBF for these products is 91,000 hours, i.e. just over 10 years.



#### **Made in Sweden**

Advenica's products are designed, developed and manufactured in Sweden. By controlling every step from design to aftermarket, we can ensure confidence in our security features. This enables us to develop high-security products for critical data up to TOP SECRET classification.



#### **Easy to administer**

Several of our products are easy to install and configure. For our more advanced products, monitoring is performed using standard methods such as SNMP and Syslog which enable integration with all commonly used network monitoring tools. Configuration changes are applied using an easy-to-use web application interface.

# Common questions and answers

## Your products are expensive, right?

A security solution should not solely be viewed as an expense – the word “expensive” thereby becomes a relative term. Actually, a data diode for example is an investment that can be cheaper than not having bought it in the first place. It is all about the alternative cost and risk appetite. If the use case is right, it is not only more secure but also lower in TCO (Total Cost of Ownership) compared to alternative technologies as our products demand less in maintenance, administration, and support.

## How much does it cost?

We offer a selection of products with different conditions that affect the price. The price starts at around €3000 CAPEX but depends on what product you purchase and how complex the solution you need is. The base products do not come with any need for MSA (Maintenance and Support Agreement).

## I can't find my use case, can you customise a solution for me?

Yes, we can! Our Customer Solutions team is a dedicated team that develops customised solutions based on our products. Contact us to discuss your use case and we will decide together how to proceed!

## What is the delivery time?

We generally have very short delivery times and can usually deliver your products within a week. The time from the point of delivery of the products until they are functioning is also very short, given that other relevant infrastructure is in place.

## How do we receive help after implementation/installation?

First of all: make sure you have a valid MSA or software subscription. If you have this, you can contact Advenica Customer Services through web form, e-mail, or phone.

## How can we buy your products?

If you are interested in one of our products, you can contact one of our sales representatives. Our products can also be purchased via partners who then handle both installation, service and invoicing. They also have access to several complementary security products that can fit into your security solution. Contact us to find out which partners that could be relevant!

Are you interested in a quote or do you want to discuss what a solution for your organisation's needs might look like? Not sure what is needed? Welcome to contact us!



Advenica provides expertise and world-class high assurance cybersecurity solutions for critical data in motion up to Top Secret classification. We enable countries, authorities and companies to raise information security and digitalise responsibly. Founded in 1993, we are EU approved to the highest level of security. Our unique products are designed, developed and manufactured in Sweden.

**Read more at [advenica.com](https://advenica.com)**



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CERTIFIED  
ISO 14001  
CERTIFIED