Hewlett Packard Enterprise

Legal interoperability and policy switch in the cloud

Lequa and IT-Total enable accountability, responsibility, and traceability in the digital world

Industry
Identity and Legality

Objective
Extend Lequa's platform to a worldwide audience by launching in the cloud

Approach
Engage with HPE Partner Ready Service Provider IT-Total to deliver an open platform that can scale globally

IT matters
- Delivers a scalable platform in each nation for legal protection and accountability
- Opens the platform to local legislation specifics and apps from ISVs
- Allows IT to focus on platform development vs. hardware management

Business matters
- Enables new geographic deployments in minutes vs. weeks with Flexible Capacity
- Avoids CAPEX associated with building new physical data centers
- Extends cost savings to customers

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– Johan Wilén, Chief Sales Officer, Lequa

Swedish technology leader Lequa was born in 2010 as the result of many organizations coming together with a single, collective vision: establishing respect for basic human rights and legal equality in the digital environment. Its goal is to discover effective methods of digital interactions and transactions in a way that mirrors interconnection in the physical world. Lequa recently launched its new cloud-based Lequinox® platform with the help of HPE Partner Ready Service Provider IT-Total, and powered by HPE Helion.
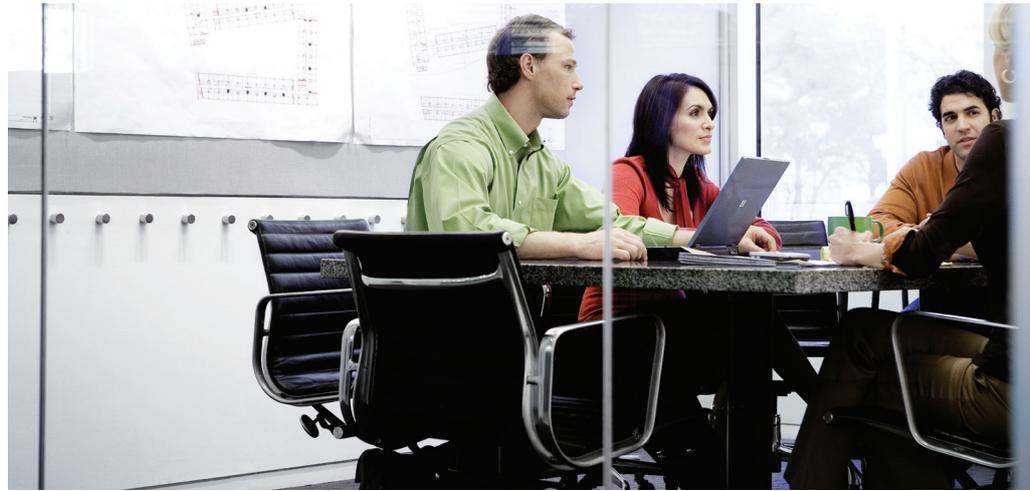
Accountability in the digital age

In the world of social media, instant messaging, and multiple email accounts, it's hard enough to manage a single identity in this digital world. Try managing a whole company. What about a company whose employees are in different countries, each with its own set of privacy and security policies that are constantly changing? It's enough to confuse today's best minds.

As gargantuan as the concept sounds, there is a dire need for solutions in the space that can meet legal discovery demands so you and your employees are always protected.

Enter Lequinox platform—a solution that bridges business policy requirements and the IT infrastructure that enforces them. Connected to the process critical points, it lifts digital interactions to the level of compliance and legal assurance required for professional interactions.

Evolving identities

Developed by Swedish innovators at Lequa—a contraction of the words legal and equality—the platform enables solutions that bridge the physical and digital worlds. "In the physical world, we have ways of handling identity securely," says Johan Wilén, chief sales officer at Lequa. "Unfortunately, that's not how the digital world has evolved."

In the digital world, how do you prove you made an interaction? How do you prove you are who you say you are? "All this information today is living in a database somewhere, which makes it hard to prove who did what and when it occurred," Wilén explains. "Our solutions make it possible for companies and individuals to define roles, and then define how and where interactions happen."

Initially, Lequa offered the Lequinox® platform as an integrated hardware-software solution. "It was a great way to allow companies to create their own digital starting point for archiving and empowering their applications, while delivering capabilities such as digital signatures, ownership rights, privacy and integrity issues, as well as liability and responsibility," Wilén relates.

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– Christer Alm, CEO of IT-Total.

Scaling beyond hardware

When the company began looking at ways to expand its solution by offering it to companies who didn't want to invest in an accompanying hardware platform, Lequa began researching the cloud. But there were problems.

"If you're looking to truly localize and manage the accountability, responsibility, and traceability of identities, you can't actually have your platform with Google or Amazon," explains Wilén. "You run into problems because you don't always know where your data is being stored. In which one of the three major worldwide locations does your data actually reside? There were too many questions."

The team even set out to build its own cloud. And then while at HPE Discover in Barcelona, Lequa met solutions provider and HPE partner IT-Total. "We were both at the event and started talking about the cloud, and that's when it clicked: We could partner together and offer our solution as a distributed service," Wilén recalls.

Local expertise, global ambitions

IT-Total is an HPE Partner Ready Service Provider with extensive experience in leveraging HPE Helion OpenStack to help its customers broaden their successful solution. "When we first began talking, it occurred to me that the Lequinox® platform could really be a perfect use case for the HPE Helion environment," says Christer Alm, CEO of IT-Total.

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A platform is born

After the meeting, both Lequa and IT-Total did their research and discovered that indeed the solution would work. If Lequa made agreements with service providers in each country, empowering the cloud-of-clouds with full legal interoperability and support from national legislation, industry and business policies for all interacting parties.

The two technology companies made an agreement. "Once we found out how Helion and the HPE Partner Ready Service Provider system was structured, we knew we had found our answer," Wilén says. "This is better than building our own cloud on so many levels."

Customer at a glance

Application
Various applications and services based on
the Lequinox® platform

Infrastructure
HPE Helion CloudSystem powered
by OpenStack

Hardware
- HPE BladeSystem c7000 Enclosure
- HPE ProLiant BL460c Server Blades
- HPE ProLiant DL360 Servers
- HPE Virtual Connect FlexFabric
- HPE 3PAR StoreServ 7000
- HPE Networking 5920AF-24 switches
- HPE StoreFabric 8/24 SAN switch

Software
- HPE CloudSystem Matrix Operating
  Environment
- Red Hat® JBoss EAP 6.2.X
- Red Hat® RHEL 6.X
- VMware vSphere® ESXi™
- HPE Integrated Lights-Out
- HPE Intelligent Management Center
- HPE Insight Remote Support

HPE Services
- HPE CloudSystem implementation
  services
- HPE Flexible Capacity
- HPE Datacenter Care Services

Astronomical savings

For instance, deploying a platform on Lequa's own hardware would normally take weeks in each location. "With HPE Helion at the center of our model, we can deploy a new platform in four minutes," Wilén explains. "Since we want to roll this out to the world, that's an astronomical savings to us."

It also means huge upfront capital savings for Lequa. "Because the cloud infrastructure already exists in HPE Helion, and the hardware already exists with the local ISV, we have zero hardware deployment costs, which is absolutely massive for us, and an enormous opportunity for service providers to offer our tools to help their customers meet local legislation," Wilén says.

Open for business

Because Lequa partnered with IT-Total on the initial launch, IT-Total became the first HPE Partner Ready Service Provider to offer Lequinox® services to market. Their digital signature app, Total Sign, is just the tip of the iceberg. Already, other vendors and ISV's have begun developing apps for traceability at financial institutions, and risk-reduction and compliance in the business world.

The solution is already gaining traction in Europe, with interest growing in Australia and the United States.

For IT-Total, it's a victory as well. When large, centralized clouds were gaining traction several years ago, Alm resisted jumping into the game. "I've always been skeptical of large, public clouds," he explains. "I've been fighting to keep our business locally based in Sweden because I think there are major advantages to knowing where your data is actually stored."

Solid foundations

Alm and his team are realizing benefits from HPE Helion as well. Instead of purchasing hardware and building the solution outright, IT-Total uses HPE Flexible Capacity, paying only for the capacity it uses. Built on HPE BladeSystem with HPE ProLiant blade servers, HPE 3PAR StoreServ storage, and HPE Networking Solutions, the infrastructure gives IT-Total the flexibility to onboard new customers without massive startup costs or deployment times.

It's a scenario that allows IT-Total to scale as customer growth requires. "Our commitment HPE Helion means we can offer customers like Lequa a total solution that gives them a point of entry to the world market," Alm says. "Together, we can scale their solution globally in the cloud with full support of national legislation, industry and business policies."

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