



Fontech

## WIFI HOTSPOTS-AS-A-SERVICE

In hotels, restaurants, cafés or doctor's surgeries, they reduce perceived waiting times and retain customers. And since WiFi providers are no longer liable for their users, they no longer bear the risk: WiFi hotspots are becoming increasingly popular – partly because many smartphone users in Germany only have a small volume of mobile data compared to other countries. These are the ideal conditions for companies to offer a special service with a WiFi hotspot. But small companies in particular seem to find it too complicated to set up a WiFi hotspot. Many companies still don't offer guests WiFi.

Fontech wants to change all that. The Telekom SoftwareBoost partner offers intuitive software with which companies of all sizes can set up WiFi access for guests easily, quickly and securely. The solution is operated in the Open Telekom Cloud. Why there of all places? Because Fontech was looking for a particularly secure cloud that would provide the best possible protection for customer data – and because of OpenStack. Peter Dvorak of Fontech: "We wanted to part with everything proprietary."

### AT A GLANCE

**The Task:** Fontech has developed software and an app for setting up and operating WiFi hotspots. The company was looking for a new public cloud provider for the secure operation of the software and GDPR-compliant data processing.

**The Solution:** With the Open Telekom Cloud, Fontech now has a public cloud partner that enables secure access to the software and securely processes and stores customer data. Thanks to OpenStack, Fontech now also uses a software architecture with open interfaces. This reduces the vendor lock-in risk to a minimum.

**The Advantages:** The Open Telekom Cloud is highly scalable. Telekom's twin-core data center guarantees data security at the highest level, is highly available and meets current data protection requirements. And as a partner in Deutsche Telekom's SoftwareBoost program, Fontech receives technical support and marketing assistance.



LIFE IS FOR SHARING.

## THE CUSTOMER: Fontech

Fontech offers software and services for the management of WiFi networks and the virtualization of WiFi routers. The company has been providing WiFi services worldwide for more than a decade and now manages around 21 million hotspots on five continents. Fontech also makes its WiFi solutions available to carriers as a white label product.

## THE CHALLENGE

By 2025, 90 percent of standard software sold in Germany will be Software-as-a-Service (SaaS) solutions. This is the result of a study conducted in 2019 by the Federal Ministry of Economics and Technology (BMWi). This makes demand-oriented software provided via the Internet from data centers the leader in public cloud sales. One reason is that companies can use SaaS to react flexibly to business development at any time thanks to computing and storage capacities that are tailored to demand.

This was also the main motivation for the software provider Fontech: The software company wanted maximum flexibility and scalability in order to be able to react spontaneously at any time to possible fluctuations in demand. The provider initially used the IT resources of a US cloud provider for this. However, the WiFi hotspot experts weren't satisfied with the level of security and data protection. Fontech also wanted to eliminate all proprietary systems for maximum flexibility and was looking for a new public cloud based on an open software architecture.

## THE SOLUTION

Fontech has been operating its software platform entirely in the Open Telekom Cloud since the beginning of 2019. For this purpose, the company uses virtual machines from the Elastic Cloud Server offering, secures its virtual environment using the Virtual Private Cloud (VPC) function and manages access via the Internet using the Elastic IP services (EIP). The Elastic Load Balancer (ELB) automatically distributes the workload among the available virtual machines. This ensures consistent performance and avoids overload. And with Scalable File Service (SFS), the network storage that Fontech needs simply grows according to demand.



Peter Dvorak, Business Development Director: Fontech offers intuitive software that enables companies of all sizes to easily, quickly and securely set up WLAN access for guests.

However, Fontech isn't just Telekom's customer, it's also a partner: In Germany, Telekom Deutschland markets Fontech's WiFi software and WiFi access points as its own service under the name "Business WLAN aus der TelekomCLOUD."

## THE CUSTOMER BENEFIT

The IT resources from the Open Telekom Cloud always scale with the needs arising from Fontech's business development – and the company only pays for the capacity it actually uses. Furthermore, Fontech's open cloud infrastructure, OpenStack, reduces the vendor lock-in risk to a minimum. Multiple-certified data centers located in Germany (Saxony-Anhalt) guarantee the highest possible level of data security and data protection. And as part of Telekom's SoftwareBoost partner program, Fontech benefits from cloud technology support as well as marketing and sales support. "Overall, the Open Telekom Cloud is exactly what we were looking for – scalable, secure and based on open source," says Peter Dvorak of Fontech. "This means we are well prepared for all future challenges."



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