



CASE STUDY

Overview

Network and cybersecurity industry frontrunner, CLICO has been providing innovative solutions and tools to businesses across Polish and Eastern European markets since 1991.

CLICO supports organizations in strengthening their information management. By sharing best practices regarding threats, optimization, efficiency, security of cable and wireless networks, it helps them in choosing solutions that best fit their needs.

The company offers best in class, professional and authorized training to help system security specialists advance their learning and prepare for all unforeseen and unfavorable circumstances.



Challenge

Knowledge transfer has been one of the key pillars accredited for CLICO's success. They are on a mission to deliver efficient training via their Authorized Training Center and have been providing expert support pre- and post-sales to their partners.

However, the company was struggling in deploying scalable virtual solutions in real-time using hands-on-labs to train professionals. Three challenges that they needed to solve immediately were:

- ✘ Building, managing, and expanding Check Point Lab Infrastructure was highly resource intensive.
- ✘ Managed lab licensing was time-consuming and inconvenient.
- ✘ Buying and managing on-premises and cloud storage was inefficient and uneconomical.
- ✘ Despite having top-quality educational material and skilled instructors at hand, the lack of proper infrastructural and technological capabilities was restricting CLICO from delivering impactful training sessions.



Solution

Realizing the urgent need to partner with a reliable managed labs provider, CLICO reached out to CloudLabs. CloudLabs offered a three-pronged solution to address the aforementioned challenges:

1. Secure, scalable & structured learning environment — which is not resource intensive

Virtual Hands-On Labs deployed and maintained by CloudLabs are user-friendly, fully licensed, up-to-date Virtual Machines approved by Check Point Educators. They are built to provide a seamless teaching and learning environment.

CLICO no longer had to worry about cloud storage capacity as CloudLabs offers unmatched deployment uptime and capacity expansion abilities. All the unnecessary expenses the company was making were cut down with CloudLabs' consumption-based pricing structure.

2. Self-service features

Enabling instructors to effortlessly conduct training sessions by navigating through the labs on their own. CloudLabs allows instructors to manage users: add users, reset user environment, delete user environment and manage users' machines: start and stop virtual machines as per the session timings.

CloudLabs also enables instructors to shadow learners and easily assist them in any technical learning concerns and observe progress in real-time. This is empowered by CloudLabs' ability to allow instructors and learners to access the same VM (virtual machine) at the same time.

Managed Labs' Shadow Feature helps instructors to:

- Monitor students' lab environment
- Provide support in real-time
- Observe progress
- Collaborate easily

3. End-to-end 24/7 technical support

CloudLabs offers a seamless and hassle-free learning experience to participants and instructors alike. A dedicated technical team is always prepared in the background to offer real-time support and solve any issues incurred while deploying labs.

CloudLabs Impact

CLICO has been hosting streamlined and efficient training sessions for learners across the market with the help of fully functional hands-on labs deployed by CloudLabs.

Labs Deployed

CloudLabs has successfully deployed over 33 Managed Labs for CLICO. This has enabled the company to provide and distribute valuable training to participants in the past 3 years.

Types of Labs Deployed (with seat count)

- **17 CCSA:** Check Point Certified Security Admin Labs (104 seats)
- **13 CCSE:** Check Point Certified Security Expert Labs (63 seats)
- **4 CCTA:** Check Point Certified Troubleshooting Administrator Labs (20 seats)
- **1 CCAS:** Check Point Certified Automation Specialist Labs (6 seats)



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