Calvi and Sectigo: Building a seamless, secure future together

Calvi, a Netherlands-based European enterprise, specializes in providing innovative solutions to optimize communication and automate business processes. They are the leading authority in telecom Bill Presentment (EBP), Telecom Expense Management (TEM), and Bill Communication, and empower Communications Service Providers (CSPs) to deliver the ultimate billing experience to their customers. With a diverse customer base spanning multiple industries, the need for secure and efficient digital operations is critical to Calvi's success. As the company expanded, it faced mounting challenges in automating its workflows and securing sensitive data exchanges. Recognizing these needs, Calvi sought a partner to modernize their digital security infrastructure and enable seamless automation.

⚠️ Challenges

As Calvi grew, its reliance on manual systems for certificate management created inefficiencies and heightened risks. Tracking certificates manually led to missed renewal deadlines, expired certificates, and inaccuracies in maintaining certificate inventories. These issues not only consumed significant time but also increased the potential for disruptions to critical services.

Additionally, as a company handling sensitive client data, Calvi needed to meet stringent cybersecurity standards to safeguard its operations and reputation. The solution would also need to be scalable, allowing Calvi to grow without introducing unnecessary complexity. With a small IT and marketing team, simplicity and ease of integration were key factors in choosing a solution.

> "We're proud to support Calvi in their journey toward enhanced security and automation. Our solutions are designed to empower companies like Calvi to focus on their growth while we take care of their digital security needs."
>
> ~ *Vincent Coppens, Sectigo*

Why Calvi chose Sectigo

After a thorough evaluation of available options, Calvi selected Sectigo for its comprehensive approach to digital certificate management and cybersecurity. Several factors made Sectigo stand out:

Automation expertise: Sectigo's focus on automation aligned perfectly with Calvi's goals. Its solutions offered the ability to automate certificate management processes, reducing manual workloads and ensuring accuracy in tracking and renewals. Calvi adopted automation standards such as ACME to further streamline operations.

Use of Sectigo Certificate Manager (SCM): Calvi leverages SCM to manage both public and private certificate automation. Keys are securely stored using Azure Key Vault, enhancing the overall security and efficiency of the solution.

Cost Efficiency: While Sectigo was not the lowest-cost option upfront, its overall value was undeniable. By saving Calvi a minimum of 16 hours per month compared to competitors, the solution quickly proved to be a cost-effective choice. Sectigo's faster onboarding process and superior customer support further solidified its position as the preferred partner.

Scalability and flexibility: Sectigo's platform was designed to grow alongside Calvi's expanding operations. The tailored approach provided a balance between robust security measures and operational efficiency, making it a suitable long-term partner for the company's evolving needs.

Comprehensive support and collaboration: The Sectigo team emphasized collaboration. They worked closely with Calvi, providing ongoing technical support and tailoring the solution to fit the company's specific requirements. This hands-on approach involved the onboarding being fast-tracked to meet Calvi's requested deadlines.

Ease of use: Sectigo's intuitive platform enabled Calvi to maximize its internal resources without the need for extensive training or additional IT investments. The platform simplified certificate management, making it accessible even to a small team with limited resources.

Implementation and results

Sectigo's streamlined onboarding process was a testament to its commitment to customer satisfaction. Despite challenges such as public holidays and conflicting team availabilities, Sectigo delivered a solution ahead of schedule, exceeding Calvi's expectations.

With Sectigo's tools in place, Calvi quickly reaped the benefits:

Enhanced automation: Manual processes were replaced with automated workflows using ACME and Sectigo's tools. Calvi manages approximately 70 certificates, with Azure Key Vault used to secure keys, ensuring consistent and accurate certificate management.

Strengthened security: Sectigo's cutting-edge solutions ensured Calvi met stringent cybersecurity standards, safeguarding sensitive data and building trust with clients.

Improved collaboration: Sectigo's dedicated team provided technical expertise and ongoing support, fostering a strong partnership that enabled Calvi to make the most of its investment. For example, Sectigo assisted in issuing a root CA for a key customer and integrating it with Azure Key Vault, showcasing a collaborative approach to solving unique challenges.

Scalable operations: With a scalable solution in place, Calvi is now better equipped to handle future growth without compromising security or efficiency.

Looking ahead

As Calvi continues its growth trajectory, the partnership with Sectigo remains strong. Together, the two companies are exploring new opportunities to deepen automation capabilities and implement innovative solutions. This collaboration is set to deliver even greater outcomes, helping Calvi achieve its vision of seamless, secure digital operations.

> "The partnership with Sectigo has been invaluable. Their expertise in automation and security has allowed us to streamline our operations while ensuring the highest level of data protection. The ongoing collaboration has been both productive and enjoyable."
>
> *~ Ruud de Bot, Calvi*

About Sectigo

Sectigo is the most innovative provider of certificate lifecycle management (CLM), delivering comprehensive solutions that secure human and machine identities for the world's largest brands. Sectigo's automated, cloud-native CLM platform issues and manages digital certificates across all certificate authorities (CAs) to simplify and improve security protocols within the enterprise. Sectigo is one of the largest, longest-standing, and most reputable CAs with more than 700,000 customers and two decades of delivering unparalleled digital trust.