

# Airlock offers the security needed for financial institutions.



SOBACO



*Working with Airlock is straightforward, friendly and  
productive, which is what makes it so cool!*

Stefan Breiter, Chief Solutions Officer, SOBACO

In this day and age, the people and companies who support banks, asset managers, insurance companies and financial institutions in general with their digitalisation processes must be very innovative, competitive and agile. Just like SOBACO – a leading managed service provider for the financial sector. But agility is of little use if IT service providers cannot offer professional solutions when it comes to security. Why SOBACO chose Airlock.

There are around 260 banks and numerous other financial institutions in Switzerland, and they all compete with one another. Many of them are small to medium-sized companies that rely on the services offered by competent managed service providers (MSPs). SOBACO is a leading provider in this field offering a wide range of services – from an open banking platform and an online portfolio management system to high-performance cloud solutions.

#### **'Today, we need to understand the finance business'**

The challenges facing MSPs in the financial sector have changed significantly. 'Whereas it used to be enough to understand IT, today we need to understand the finance business,' remarked Stefan Breiter, Chief Solutions Officer at SOBACO. This shift has a great deal to do with the digital transformation, which is becoming increasingly complex. 'When it comes to the digital transformation, standing still is the same as falling behind. That is why we need to be aware of the challenges of tomorrow today – with new technologies, new regulations and IT security.' For Stefan Breiter, one thing is clear: 'MSPs must offer their customers genuine added value. This is why proactive consulting is needed, instead of just waiting for and responding to enquiries.'

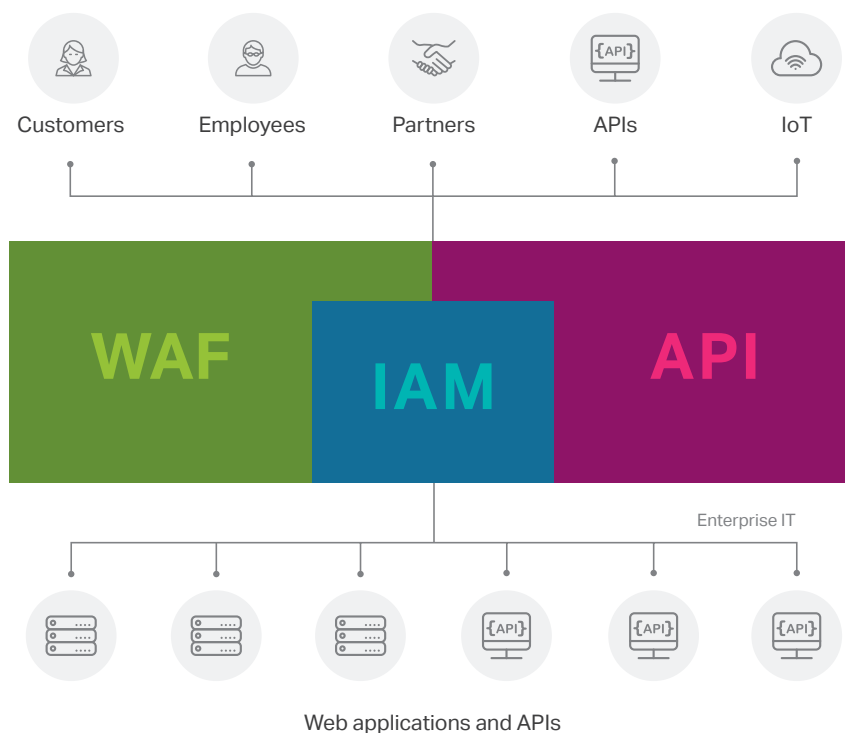
#### **Generating added value with expert partners**

Mr Breiter illustrated what proactive consulting looks like in practice using a specific example. 'A good user experience and smart onboarding processes are becoming increasingly important in the banking environment. So if I can proactively demonstrate how two-factor authentication can improve both security and usability, then I can create added value for my client.' However, proactive consulting only works if you have reliable and competent partners – such as Airlock – by your side. 'Airlock provides us with the consistent security technologies that banks and asset managers need – and at the very highest level.'

Mr Breiter then went on to explain one of the main advantages of Airlock: 'What some consultants like to keep secret is the fact that two-factor authentication is a sensible solution, especially when paired with a powerful cIAM system.' This is the only way to quickly adjust compliance changes, easily integrate new applications and offer smart user self-services.

#### **'With Airlock, I know I can rely on futureproof solutions'**

Another current major issue in the financial sector is open banking and the introduction of PSD2. Again, MSPs need to understand both the technology and the transformation of business models. 'Mobile banks, crypto companies and new fintech providers are not only challenging for IT, but also for the value creation and culture of financial institutions.' However, as Stefan Breiter explained: 'I should not talk to banks about their culture if I cannot answer the essential technological questions. And these concern IT security in particular.' This is precisely why the collaborative relationship with Airlock is so valuable



for SOBACO. 'When it comes to Airlock, I know that I can also rely on top-of-the-range and futureproof solutions for API banking.' This does not just mean relying on the quality of software experts, but also on the quality of the collaborative relationship.

**'Putting it simply, working with Airlock is cool!'**

'A partner you meet regularly, who responds promptly to enquiries and who you can quickly work together on customer-specific adjustments with is simply worth their weight in gold.' If complex requirements are to be implemented in an agile and dynamic manner, it is precisely this type of partnership on an equal footing that is needed. Or, as Stefan Breiter summed it up: 'Working with Airlock is straightforward, friendly and productive, which is what makes it so cool!'

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Stefan Breiter,  
Chief Solutions Officer, SOBACO

### **SOBACO – innovative outsourcing for financial service providers**

Since 1984, Zurich-based SOBACO and its 100 experts have been providing modular banking and IT outsourcing services for small to medium-sized banks, asset managers and financial service providers. The group of companies with a banking licence not only guarantees stable operation of the solution platforms used; it is also a leading partner for pioneering IT solutions for banks and fintech firms.

### **About Airlock – security innovation by Ergon Informatik AG**

The Airlock Secure Access Hub combines the key IT security issues of filtering and authentication into a well-coordinated overall package that sets standards in terms of usability and services. The Secure Access Hub provides all the key functions required for modern IT security in this field – from a web application firewall (WAF) acclaimed by specialist journalists and a customer identity and access management (cIAM) system trusted by Swiss banks, to API security that meets the latest requirements. The Airlock IT security solution protects more than 20 million active digital identities and 30,000 backends from over 550 customers all over the world.

You can find further information at [www.airlock.com](http://www.airlock.com). Airlock is a security innovation from Swiss software company Ergon Informatik AG.

Ergon Informatik AG was founded in 1984 and is a leader in the production of customised software solutions and software products. 300 highly qualified IT specialists who quickly anticipate new technology trends and ensure key competitive advantages with innovative solutions thanks to their outstanding specialist knowledge form the basis of this success. Ergon Informatik mainly implements large-scale projects in the B2B sector.

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