



# NANDI SECURITY

The Online Privacy & Security Company

## RURAL BROADBAND CASE STUDY

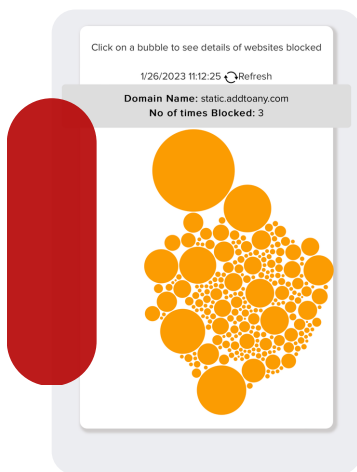
A rural broadband provider in the US Midwest achieved a win-win by offering Kavalan cyberthreat and privacy protection to their subscribers and increased their top line revenues.

### OBJECTIVES

The rural broadband provider covers a very geographically large area. The provider was seeing a severe increase in cyber threats such as botnets and phishing attacks targeting the subscribers' home network. The provider needed a solution that could be easily deployed and adopted by existing and new subscribers.

### CHALLENGES

- Budget constraints meant capex was a challenge
- Solutions that require subscriber installation saw low adoption
- Staff needing to drive out to subscriber homes to install cybersecurity solutions is expensive



*After trying Kavalan personally in my own home, I was impressed by the ease of set up and extent of protection it offered. I felt confident about deploying the solution to the entire subscriber base. Deployment took no time since it was just a change to one setting.*

- **Director, Network Security**



## **BENEFITS**

- Increased ARPU with revenue share partnership
- 5 minute deployment for the broadband service provider
- No upfront cost or capex
- Solution works with existing network equipment
- One click customer enrollment and deployment
- Increased online safety for subscribers

## **THE KAVALAN SOLUTION**

Kavalan is an Intelligent Digital Safety solution for connected homes. Given that the majority of the subscriber base just needed automatic blocking of cyberthreats and privacy threats, the rural broadband provider decided to move forward with Kavalan Light with future plans to also offer Kavalan Standard. Evaluation took only a week due to simplicity of the set up and ease of use. Deployment to the entire subscriber base took just minutes. Subscribers are able to enroll in one-click through the broadband provider's website or with just one quick phone call. Deployment to the home is instantaneous with no action needed from the subscriber and no need for an installation van to be sent to the subscriber home.



## **CONTACT**

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