

CASE STUDY

# Secure connectivity for SMEs

Systems integrator EnBITCon relies on DE-CIX

## About EnBITCon

EnBITCon GmbH is an innovative IT systems integrator based in Bonn, founded in 2014 by Enrico Bujotzek and Marcel Zimmer. The company specializes in IT security, wireless LAN and OT / industrial security. The EnBITCon team advises and supports small and medium-sized companies in project implementation with professional competence and an entrepreneurial eye on costs.

**ENBITCON**  
we know IT

Cloud solutions are an integral part of the IT architecture for many small and medium-sized companies. Bonn-based EnBITCon GmbH recognized this trend early on. The innovative systems integrator focuses on modern IT architectures and supports secure and high-performance cloud solutions for SMEs. A special highlight for companies using Microsoft Cloud Services: Via DE-CIX's Microsoft Azure Peering Service, EnBITCon offers its customers direct access to the Microsoft Cloud. The decisive added value of the solution was demonstrated at an EnBITCon customer – a large law firm from Cologne – during a worldwide Microsoft network disruption. But even in standard operation, EnBITCon's customers benefit in several ways from peering at DE-CIX with the enterprise services MAPS and GlobePEER.

## Advantages of the Microsoft Azure Peering Service

The Microsoft Azure Peering Service (MAPS) was developed by DE-CIX and Microsoft in close cooperation. MAPS ensures that Microsoft's cloud services are accessed reliably over an optimized, secure connection. The MAPS dataflow always takes the shortest route to the nearest Edge PoP in the Microsoft network and is also prioritized by Microsoft.

For Marcel Zimmer, founder and managing partner at EnBITCon, the DE-CIX service is a very professional solution to a ubiquitous challenge: "Secure, fast, and reliable access to Microsoft 365 is hugely important for SMEs. If they go over the public Internet, they have no control over the data pathways, and as a result the security suffers. If this, in turn, is to be improved with a VPN tunnel, there are often significant time delays. Thanks to MAPS as the

access to Microsoft applications, our latencies are always below 20 milliseconds. All data is transmitted transparently over dedicated Layer 2 connections that are completely separated from the Internet."

## Work continues despite widespread outage

A large Cologne-based law firm had been using EnBITCon's MAPS-based service for just a few weeks when it was put to the test: A disruption in Microsoft's global network led to massive outages in early 2023. In Germany alone, Microsoft received thousands of incident reports. Thousands of users were unable to work with, or only had limited access to, Microsoft 365 services. The law firm did not notice any problems. Thanks to MAPS, they were able to use all services without any restrictions. This advantage pays dividends not only for the productivity of the team, but also for the reputation of the firm. Deadlines are non-negotiable in court proceedings, regardless of network problems, and the sending and receiving of emails must be possible at all times in order to keep to deadlines.

In addition to Outlook, all other Microsoft 365 applications – such as Teams, Sharepoint, and Dynamics – were also fully available. Marcel Zimmer explains: "With MAPS, it's not just about improving the user experience. It's about transmitting confidential data securely and reliably at all times. Anyone who uses cloud solutions should also know in advance the exact pathway data takes into the cloud. This is not possible over the Internet."

## Direct pathway to many networks

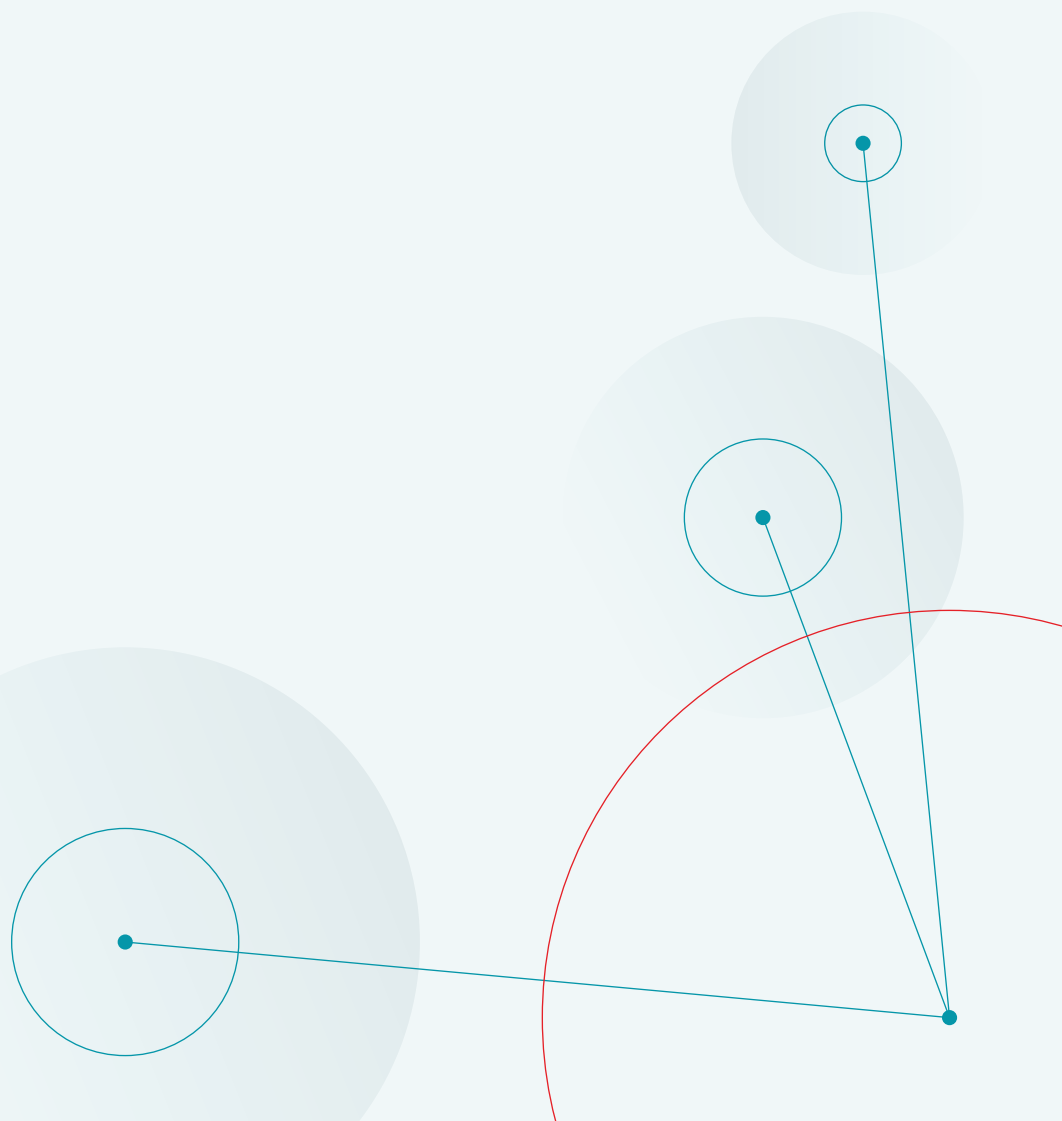
EnBITCon is one of the few systems integrators in Germany to have its own Autonomous System Number (ASN), which is assigned by the Réseaux IP Européens (RIPE) Network Coordination Center. Since 2021, the systems integrator has been acting as a provider via this ASN, thus expanding its portfolio of managed services: EnBITCon customers can thus exchange data (peer) directly with other networks securely and efficiently. The company uses this option both to connect directly to the Microsoft 365 stack via MAPS and to exchange data with hundreds of networks via the DE-CIX GlobePEER service.

Marcel Zimmer is convinced: “By peering with DE-CIX, we can offer our customers the connectivity that enables them to work professionally. It is often only after moving to the cloud that companies realize how important direct access to the cloud environment really is. According to our findings, dedicated peering increases security by a factor of 1000. Small and medium-sized companies in particular should not underestimate the risks posed by distributed denial of service (DDoS) or man-in-the-middle attacks.” Peering minimizes the attack vector on the way into the cloud by controlling the exact pathway of the data and making it traceable at any time. In contrast to the best-effort approach of transferring data over the Internet, EnBITCon’s connectivity services ensure that data is transferred securely, quickly, and reliably via connections in Germany.

## Professional connectivity solutions

Since its foundation in 2014, EnBITCon has been working with and for SMEs. While the topic of cloud was still viewed critically in the initial phase, cloud solutions are now firmly anchored in the IT strategy of many companies. For example, more and more customers are turning to the cloud for business software such as SAP or using applications such as Salesforce. This makes it all the more important, on the one hand, to guarantee their constant availability and, on the other, to ensure that companies retain their digital sovereignty. This also includes ensuring that sensitive data does not take any unknown detours outside of the local jurisdiction. Marcel Zimmer is certain: “SMEs need professional connectivity solutions just as much as larger companies in order to be capable of taking action at any time. Together with DE-CIX’s services, we are putting our customers in the digital fast lane.”

For the future, the IT expert expects cloud-to-cloud connectivity to take on a greater role: “The demand in SMEs for multi-cloud solutions will also increase in the foreseeable future. We are sure that we will benefit from the cooperation with DE-CIX in this area as well.”



## About DE-CIX

As the leading Internet Exchange operator and interconnection provider, we help companies to realize new opportunities and future-proof their connectivity needs to manage growing data volumes and new applications. From easy and secure cloud connection to creating interconnection ecosystems, we make interconnection easy. Anywhere.

Find out more at [de-cix.net](https://de-cix.net).

## Contact us

Phone: +49 69 1730902-12

Email: [sales@de-cix.net](mailto:sales@de-cix.net)