

NorthC Schweiz AG Builds Resilience and Customer Confidence with Corero Network Security

2025



Customer Snapshot

NorthC Schweiz AG (hereinafter referred to as NorthC Switzerland), part of the NorthC Group, provides tailored connectivity and IT infrastructure solutions for Swiss businesses, including high-speed internet access and secure site interconnections.

The Challenge

With a strong regional presence and a focus on service excellence, the company had already been offering DDoS protection-as-a-service to its customers, with both always-on and on-demand options. As more customers began to depend on NorthC Switzerland's infrastructure for their mission-critical, high-availability services, the stakes rose significantly. Their small team could not afford to spend time chasing false positives or troubleshooting delayed mitigations. They needed confidence that protection would scale with demand without breaking budgets, slowing performance, or requiring constant oversight.

At the same time, their internet traffic was becoming a critical part of regional traffic flow. As more customers connected to the network, it took on a central role in enabling peering, supporting high-volume business traffic, and maintaining low latency. Any disruption would not just affect one customer but could impact multiple networks across the region. NorthC Switzerland needed mitigation that was real-time and precise, with no effect on performance or routing.

4 Key Reasons NorthC Switzerland Chose Corero

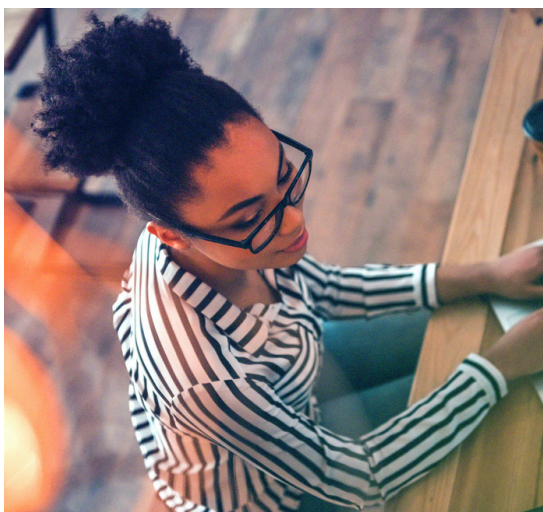
- Fast rollout with proven performance
- Full protection extended to critical infrastructure
- Operationally lean with a fully managed, low-maintenance platform
- Scaled protection without added hardware

Why Corero Was the Right Fit

Corero offered more than just technology. It offered assurance. From the start, NorthC Switzerland's team knew they didn't want to manage mitigation themselves. They needed a partner who could deliver a fully managed platform with built-in automation, seamless updates, and the ability to adapt in real time. That mattered, because NorthC Switzerland didn't know how fast their DDoS service would grow. It started as a product experiment and quickly turned into a core offering.

“We are a small team. We didn't have time to dedicate someone fully to DDoS. That's why the managed platform from Corero was very important to us.”

— Thierry Prudat, Manager Connectivity & Network, NorthC Switzerland



Corero's adaptive, software-defined model meant NorthC Switzerland could deliver protection without deploying additional hardware. The platform required no additional rack space or power, kept costs predictable, and made it simple to extend coverage as the business grew. Even as their network expanded, the solution remained stable, responsive, and easy to manage. Corero also made it simple to offer portal access, reporting, and on-call engineering support, all of which helped NorthC Switzerland turn DDoS protection into a revenue-generating service.

The Value of the Partnership

Over the years, Corero's role evolved from provider to partner. When NorthC Switzerland reevaluated their strategy during the latest renewal, they did not just consider switching providers. They explored cloud-based scrubbing alternatives and cost models. But Corero's flexibility won out.

“We've worked with Corero for many years, and that consistency has been very important for us. It's a partnership we can rely on.”

— **Thierry Prudat, Manager Connectivity & Network, NorthC Switzerland**

With the latest SmartWall ONE™ release, NorthC Switzerland gained the ability to push detection and mitigation to the edge. This brought them closer to customers, improved reaction time, and allowed greater control. The shift supported their new strategy to move from always-on protection to a subscription model, aligning costs to value delivered.

In one incident, a NorthC Switzerland customer without DDoS protection experienced a two-month-long attack that took down their internet service. NorthC Switzerland stepped in, created a custom rule using Corero's platform, and restored service in five minutes. That customer signed up for protection immediately after. The outcome validated NorthC Switzerland's investment and demonstrated how Corero supports both customer satisfaction and long-term revenue.



“It's not just about stopping attacks. It's about how fast we can respond, how well we can support the customer, and how confident we are in what we're delivering. That's the value Corero brings us.”

— **Thierry Prudat, Manager Connectivity & Network, NorthC Switzerland**

Moving Forward

NorthC Switzerland is now rolling out a new commercial model where only subscribed customers receive active mitigation. This shift brings profitability to their DDoS offering while protecting their own infrastructure with always-on coverage.

As they continue expanding across Europe, the team is not just maintaining service availability. They are elevating it. Corero enables them to lead with performance, monetize protection, and maintain trust across a growing customer base. It is a model built on partnership, not just technology.

“This only worked because we brought the right people together from NorthC Switzerland and Corero and built a solution everyone could stand behind.”

— Paul Berger, Account Executive, Corero Network Security

Corero Protection Solution Highlights

- Real-time, adaptive defense across layers 3 through 7
- Flexible deployment options including inline, data path, scrubbing, and hybrid
- High-availability architecture ensures continuous protection without disruption
- AI-assisted detection identifies new anomalies and blocks zero-day threats in real time
- Maintains performance and uptime with no impact to legitimate traffic
- Full visibility and forensic insights before, during, and after attacks
- Scales to support large, distributed, high-throughput environments

