

Secure cloud storage for resale

SSP Europe's "Secure Data Space" cloud storage solution is available as a Whitelabel-Version. Resellers can build their own Dropbox alternative.

Cloud storage such as Dropbox, Onedrive or Box are popular, but problematic for enterprise use since the data is being stored on servers of american companies. A secure alternative for professional users is "Secure Data Space" (SDS) by SSP Europe. The service provides not only an AES 256 bit encryption, but also a graded authorization system with admin interface. The administrator can, for example, create closed data spaces, to which only selected users have access.

The solution can be used as a cloud service, but it can also be hosted locally on Windows or Linux servers. In the cloud variant of SDS, the data is stored in ISO27001-certified data centers, so the strict data protection rules of the German legislation are applicable. The provider also claims to have no knowledge of the users' passwords, so in the case of a court order the data could only be issued in encrypted form ("Zero Knowledge Design").

For Windows operating systems there is a client called "Drive Letter", which integrates the webspace into the local environment and ensures synchronization. According to the provider a Mac client is in the works, but currently one works with the integration of a WebDAV drive. Since WebDAV does not support client-side encryption, you can only access unencrypted folders.

Apps for iOS and Android are finished already. Outlook can be connected to the cloud via Add-In, for IT applications such as CRM, ERP, document management, archives, workflow or ticket systems a JSON.REST API is available.

Particularly interesting for resellers is that the product can be completely integrated into its own brand appearance. Landing page, URL, clients, apps and texts can be customized. Known resellers and OEM partners are Deutsche Telekom (Secure Data Drive) and Bechtle AG (Bechtle Secure Cloudshare). The branding in the cloud however only works with the version "Dedicated" and requires a one-time investment of approximately 1,000 euros. The monthly costs are identical to the non-branding version "Online" with steep 2 to 3 euros per user and GB. For comparison: A Dropbox Pro account costs just under 10 euros a month - for 1 TB! Those who prefer to develop their own price models can, as already mentioned, install and operate the SDS as a private cloud locally on Windows or Linux servers. The licensing is done here via the SDS server basic license incl. 10 users, which costs approx. 1.800 euro. Additional user licenses are a onetime fee of 50 to 80 euros. Better conditions can be found in the partner program of the manufacturer.

The original article can be found at <http://www.channelpartner.de/a/sicherer-cloud-speicher-zum-wiederverkauf,3045555>