

# THE GREAT COMMUNICATORS



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**T**urkish needs are not so different than the needs encountered elsewhere, and there are several issues in cloud computing. One of them is trust in the cloud. To ensure trust in your cloud, you have to apply regulations and certify yourselves. For certification, cloud providers need security products, and our products—especially the Firewall, IPS, VPN and anti-DDOS component—are very important for this function. For confidentiality, you should connect to your cloud system from far away through secure channels. Attackers are becoming smarter, more advanced, and increasingly persistent. For these attacks, they are using protocol-specific things to attack. Our mitigating appliance comes into place at that point.



SEÇKİN GÜRLÜR  
CEO & Co-Founder, Labris Networks

**P**rivate clouds are more dangerous than the public clouds. If the government has a plan for private clouds, they are taking a great risk, so they have to build a great security infrastructure also. When you have something private, you have to protect it carefully and you have to govern it. This is also a good feature of Labris Networks because if Turkey has a private cloud like this, there are not

Communications technology is an ever-evolving sector, and businesses are looking for ways to expand their products and services into both the public and private spheres.

**W**e position ourselves to offer infrastructure to our customers. We are investing and growing in transportation and IT, and exports are on our radar. There are some projects we are working on with partners, as we want to hold a range of reliable and trusted projects. We have to follow technology very closely to see what is in Turkey today. We spend a good portion of our revenue on training. As this is a scale economy, high-tech investments should see revenue following soon after. For example, almost 95% of televisions manufactured in Turkey were sold in Europe. But this was before plasma or LCD. We did not make investments in plasma or LCD technology so it went to Korea, and now it is a very big market. Large-scale investments will definitely pay off. Turkey has the necessary skills to support some government programs and big investments and this will benefit investors in Turkey.



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CÜNEYD FIRAT  
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**W**e provided the Turkish military with frequency-hopping satellite systems. This was an interesting product, which is one of the two market-available NATO Standard 4606-compliant Electronically Protected Satellite Modems (EPM). The idea is being able to resist jamming under war conditions and also to provide secure information transmission. Another instance is on the cyber security and cyber defense side: since 2007, we have been working on many different projects including Deep Packet Inspection (DPI) technology, as well as providing security solutions for telecom operators, government agencies, and private companies. We are also looking to pursue further opportunities in Turkey's next generation of cyber security projects. CTech is one of the strongest candidates to take part in indigenous enterprise cyber defense programs.

that many alternatives to Labris for the Turkish government to acquire security products from to secure its cloud. As for product ecosystems, each product is coming with a cloud piece. For example, the iPhone has a piece in the cloud, as does Samsung. Also, TVs are coming with software pieces working from the cloud network, and there are new products that are coming with security problems.