

**15.02.2019 | INTERVIEW WITH JOHANNES ELYES**

## “CYBERSECURITY AND ENCRYPTION ARE OUR DOMAINS OF EXPERTISE”

**When Johannes Elyes, Vice President, Head of Sales Middle East, started his career at Crypto in 1992, it was the beginning of the worldwide Internet. This gave him the opportunity to work on the production of the first IP VPN encryption devices. Before he joined the sales department in 2007, he gathered valuable experience in different sectors of the company: in customer services, in training as well as in project management and presales.**

### **Can you tell us how Crypto is organised in the Middle East?**

For the past twelve years, I've been in charge of our office in the United Arab Emirates in Abu Dhabi. Several new members have joined our team during this time. Trust is fundamental in our business. Therefore, our aim is to take care of our personal contacts to our clients and strengthen our presence in the region.

### **What has impressed you most about your long career at Crypto?**

I have witnessed the fast technological development that has taken place till today and have had the opportunity to collaborate closely with our customers already as a young engineer. Our customer base in more than 130 countries has given me the chance to work on interesting network security projects. At the same time, I have had the pleasure of making contact with clients from different cultures, which has been very beneficial on a personal level. Some of the clients I met in my early years at Crypto have since become generals and high ranking civil servants at ministerial level. What has always fascinated me about my work in the Middle East is the warm and respectful treatment I receive there. And of course, it's a highly satisfying to look back to the many successful network security projects and satisfied customers!



Johannes Elyes in his office.

**Crypto has been operating under new ownership since January 2018. What does that change for customers?**

They will all benefit from our new expanded portfolio going beyond encryption and covering cybersecurity solutions. Our long-standing customers with a broad base of Crypto encryption units will be able to easily integrate new cybersecurity solutions without having to replace their legacy security equipment. To sum it up: when it comes to cyber defence, Crypto remains the competent and trusted partner to talk to.

**What are your expectations from this year's IDEX?**

Cybersecurity is currently a hot topic all over the world and concerns every organisation. This trade show is therefore a great opportunity for us to address the issue of cybersecurity with our customers. Cybersecurity and encryption are our domains of expertise.

**Crypto has participated at IDEX for the last twenty years. What has changed?**

IDEX has become a major trade show in the defence field worldwide and we are proud to have been part of it since 1999.

### **Johannes Elyes**

Johannes Elyes, Vice President, Head of Sales Middle East, has been working for Crypto since 1992. Born in a small town in Switzerland, he joined Crypto at a young age. Crypto's projects in the Gulf region made him curious to learn more about the culture and finally led him to become the head of the Crypto Abu Dhabi office. The passionate and dedicated sales expert is 42 years old, married and father of three children.