

LOGISTIC TECH

VPN + 3RD PARTY ACCESS

CHALLENGE

GEOGRAPHICALLY
DISPERSED

MOVING TO
CLOUD-FIRST
CLOUD-ONLY
STRATEGY

APPROACH

AWS TAGS

CAFÉ-STYLE,
INTERNET FIRST

SUCCESSFULLY
DEPLOYED 500
USERS IN <4 MONTHS

APPGATE SDP

MET
+ EXCEEDED
OUR TIMELINE
+ NEEDS

DYNAMIC
CLOUD
RESOLVERS

EXTENSIBLE
API

DIFFERENCE
MAKERS

SIGNED ON FOR ENTIRE
USER POPULATION IN
2020

FINANCIAL SERVICES

DEVOPS

CHALLENGE

NEEDED **LEAST PRIVILEGED**
JUST-IN-TIME ACCESS ACROSS
LARGE, MULTI-ACCOUNT
MULTI-CLOUD
ENVIRONMENT

APPROACH

DYNAMIC POLICY
ENFORCEMENT

WORKFLOW
AUTOMATION

SPEED



SDP'S CLOUD RESOLVERS
+ SERVICENOW INTEGRATION
DID WHAT NO OTHER ZERO
TRUST SYSTEM WOULD DO

SAME
UX FOR
EVERYONE

HEALTH SERVICES

ZT TRANSFORMATION

CHALLENGE



FIREWALL COMPLEXITY
VPN RATIONING
CONSISTENT UX

APPROACH

SIMPLIFY SECURITY
ELIMINATE SITE VPNs
**IMPLEMENT ZERO
TRUST**

SIGNIFICANT
COST SAVINGS
~\$250K/yr
PER LOCATION



FINTECH

CLOUD MIGRATION

CHALLENGE

TREMENDOUS SCALE
SENSITIVE, REGULATED DATA
DYNAMIC POLICY ENFORCEMENT



APPROACH

SELF-SERVICE PORTAL
AUTOMATED ACCESS
CONTROL FOR
PRIVILEGED ACCESS

MEDIA TECH

ZT TRANSFORMATION

CHALLENGE

COMPLEX LEGACY NETWORK
IMPEDING BUSINESS
NEED LEAST PRIVILEGE
ACCESS

APPROACH

STRATEGIC
TRANSFORMATION
TO **CAFÉ-STYLE**
ZERO TRUST

REPLACE SILOED VPNs

NO DOWN TREND IN
PRODUCTIVITY IN 2020

WHEN COVID HIT
100% OF USERS
TRANSITIONED
TO WFH *literally*
overnight WITH
NO ISSUE

TECH SERVICES

MERGERS+ ACQUISITIONS

CHALLENGE

ALWAYS IN **ACQUISITION MODE**
NEED INTEGRATION PROCESS
IMMEDIATE ACCESS

APPROACH

EMPLOYEE SATISFACTION
WITH **ACCELERATED NETWORK
INTEGRATION**

ACCESS TO MULTIPLE IDENTITY
SOURCES, OVERLAPPING IP's

RAPID ACCESS
EASY
AUDITABLE
SECURE ACCESS

APPGATE SDP



NO OTHER
ZERO TRUST
SYSTEM
COULD HANDLE
OUR AGILITY
+ SCALE

appgate