PUBLISHER REPLACES VPN, ENERGIZES "FAST PIVOT" TO REMOTE WORK

A publishing company replaced its VPN with Zero Trust Network Access (ZTNA), and when the pandemic hit, it was able to pivot quickly to work from home. Now it is applying Appgate SDP to replace its NAC solution.

Background

This publisher initially sought a replacement for its legacy VPN, having grown frustrated with operational limitations and the risks posed by the coarse approach to access control. With almost 1,500 employees and a collection of vendors and suppliers who rely on remote access, the company viewed as a way to improve security by precisely controlling who could access which internal and external resources.

Challenges

The company was dealing with severe limitations of their legacy VPN solution, including:

- Security concerns stemming from an almost all-or-nothing approach to access
- Long login times (~two minutes)
- Cumbersome onboarding
- Limited scale

Requirements

Needing to replace its legacy VPN, the company looked for a ZTNA solution that would:

- Provide remote team members and third parties with precisely controlled access to cloud and on-premises resources
- Contribute meaningfully to a broader digital transformation
- Enable rapid onboarding of vendors and suppliers

> *Appgate SDP was key to enabling the unexpected WFH pivot, with the company rating SDP as 10/10 in strategic importance. "Folks can go in no more than a day a week, and we're able to make cloud and office resources available to them when they're home." -Senior. security analyst*

Solution

After a thorough assessment, the firm implemented Appgate SDP to replace its existing VPN—and then also used it to enable the unexpected pivot to a WFH model. Now, they're also looking to use Appgate SDP to replace its network access control (NAC) solution.

> *"One of the best tools we've onboarded in terms of value received. [Appgate SDP] has given us a level of control we never thought possible. Now, we're doing vendor profiles for new vendors onboarded. Once set up, we have instant access for new users added to the applications groups." -Senior. security analyst*

RESULTS

Quick, effective and safe onboarding of vendors and suppliers

Enabled a dramatic pivot to from nearly 8% of workforce pre-pandemic to 80% after

Rated by leadership as being "critically important" (10/10) to the unanticipated move to a remote workforce

The company's leaders now gauge their digital transformation at 8/10

Login time decreased by 75% compared to the previous VPN solution

NEMERTES REAL ECONOMIC VALUE

Nemertes' Real Economic Value study independently evaluated the business and operational impact of Appgate SDP, an industry-leading ZTNA solution

Through detailed interviews with technology professionals who use the product to provide granular, dynamic access to enterprise resources, Nemertes has quantified the real-world benefits and improvements Appgate SDP has brought to these organizations.Access the full report here

ABOUT NEMERTES

Nemertes is a global research-based advisory and consulting firm that analyzes the business value of emerging technologiesSince 2002, we have provided strategic recommendations based on data-backed operational and business metrics to help enterprise organizations deliver successful technology transformation to employees and customers. Simply put: Nemertes' better data helps clients make better decisions. Learn more at nemertes.com.

About Appgate

Appgate is the secure access company that provides cybersecurity solutions for people, devices and systems based on the principles of Zero Trust security. Through a set of differentiated cloud and hybrid security products, Appgate enables global enterprises and governments to easily and effectively shield against cyber threats. Learn more at appgate.com.