GOVERNMENT SYSTEMS INTEGRATOR SEGMENTS USER POPULATIONS QUICKLY AND EFFECTIVELY

This 9,000-employee professional services firm needed an efficient, highly secure way to segment a range of internal and external user populations. Appgate SDP instantly became so popular that non-developers "are lining up to get their projects folded into Appgate."

Background

The firm had settled on Zero Trust as a core approach and needed a solution that was fast and easy to manage. Its initial focus was to enable their developers and those within their customer base—a group spread across many geographies with highly personalized needs that collectively used a diverse devices and operating systems.

Challenges

- A need-specific user population, including employees and customers
- Heterogeneous mix of devices (e.g., Mac, Linux, Windows and mobile operating systems)
- Lengthy provisioning time (approximately one week)

Requirements

With a plan to implement Zero Trust by the end of 2022, the firm looked for a Zero Trust Network Access (ZTNA) solution that would:

- Precisely control resource access
- Support internal users and external customers
- Work with practically any device or OS
- Be quick and simple to manage

> *"We could do things other ways, but it would be harder and more expensive compared to what Appgate delivers out of the box." -- CIO*

Solution

After a thorough assessment, the firm chose Appgate SDP, an industry-leading Zero Trust Network Access (ZTNA) solution to enable a highly secure way to segment the diverse user population and precisely manage access.

> *Although the company brought Appgate SDP in initially for the developer community, everyone else has taken note of the flexibility and simplicity it brings: "Folks are lining up to get their projects folded into Appgate because it is an enabler; there are things they couldn't do before that they can do now." -- CIO*

RESULTS

Much greater flexibility and simplicity

Accelerated the firm's digital transformation

Leadership rated Appgate's strategic importance to Zero Trust as 9/10

Improved operational efficiency and speed (e.g., provisioning time was all but eliminated, dropping from a week to only seconds)

Easily supported a pandemic-induced 167% surge in WFH

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 technologies. Since 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.