



# MANUFACTURING COMPANY GOES CLOUD-FIRST WITH ZERO TRUST

## 2,000-person spinoff from a larger company seizes opportunity to rethink its infrastructure and go cloud-first using Zero Trust

### Background

After being spun off from a larger manufacturing firm, this 2,000-person company began an ambitious digital transformation initiative with Zero Trust security as a key enabler of a modern, cloud-first strategy. Then the company experienced a 300% increase in the number of employees working from home and decided to replace their deficient legacy VPN.

### Challenges

- Complex global operations and a heterogeneous IT environment
- Difficulties providing secure access to international employees and third parties (e.g., China)
- Lengthy provisioning time
- Limitations with legacy VPN solution

### Requirements

Looking to expand secure network access internationally, the company targeted Zero Trust Network Access (ZTNA) as the only way to:

- Seamlessly integrate into global operations
- Securely enable a cloud-first infrastructure by precisely controlling resource and application access
- Overcome existing connectivity challenges experienced by international users

***“If it’s available in the cloud, we get it,” said one of the company’s lead technologists. The firm selected Appgate SDP to secure cloud resources and pivoted toward using it for VPN replacement during the COVID-19 pandemic.” -- Head of IT services***

### Solution

After a thorough assessment, the firm deployed Appgate SDP, an industry-leading ZTNA solution, to control access granted to suppliers and international users and enable rapid rollout of international facilities.

***Overall, deploying Appgate SDP has enabled this company’s technology reinvention initiative. “Appgate solved the problems I couldn’t solve earlier, such as connectivity to China. Also, to scale it out is very easy. The whole production infrastructure was set up in a day.” -- Head of IT services***

### RESULTS

Secured the cloud environment

Enabled 80% of the 2,000 employees to work from home during the pandemic (up from 12.5%, prior), with expectations that 50% will use this option going forward

Reduced provisioning time by 87.5% (from two days to a few hours)

Improved the firm’s digital transformation stance by 60%

Was rated by leadership as being “critically important” (10/10 rating) to Zero Trust and work-from-home initiatives

### 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](http://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](http://appgate.com).