appgate

USE CASE

FAST-TRACK SECURE NETWORK ACCESS FOR MERGERS AND ACQUISITIONS

Unlock efficiencies, accelerate returns with secure, global access to anything by anyone from anywhere

Every project is a complex undertaking. Appgate SDP, the industry-leading Zero Trust Network Access solution, overcomes common IT challenges enabling you to fast-track integration—securely—and to reuse existing technology stacks.

While details differ, there are common characteristics across M&A projects:

- Everyone directly involved is under pressure to quickly execute, so expected ROI can be realized as soon as possible
- The unified enterprise that emerges is expected to operate with greater efficiency than the original parts
- The converging companies have different—and sometimes incompatible—IT environments and enterprise technology stacks

Therefore, achieving the M&A project's goals is contingent upon rapidly enabling operational and administrative functions, (e.g., HR, finance, payroll, logistics, IT, etc.) That means enabling people from one company to access resources from another—as quickly and securely as possible.

APPGATE SDP

Built for complex hybrid IT environments, Appgate SDP accelerates M&A integration by simplifying and strengthening access controls for every user on any device to connect to any workload or resource.

By doing so, Appgate SDP overcomes many of the most significant and common IT challenges related to these complex projects all while:

- Improving efficiency and reducing costs by reusing existing IT stacks
- Enhancing security by consolidating security management and administration
- Eliminating the need for additional costly security hardware associated with traditional integration projects
- Introducing a flexible framework to enable future expansion

Rapidly integrating IT environments is an imperative for efficient M&A execution. Let Appgate introduce simplicity and security into a complex, important project, so you can reap the benefits sooner.

BENEFITS

Dramatically reduced network integration time, effort and cost

Works with multiple IAM/IdP solutions simultaneously, providing immediate and secure network access with precise control

Keeps acquired company networks separate

Avoids remapping overlapping IP addresses and DNS integration headaches

Improved security

Provides granular, secure role- and user-based access control

Securely enables employees to access specific workloads from the other company

Reduces externally visible attack surface by cloaking all network ports

Reduces lateral attack surface and blast radius inside the network

Increased productivity and efficiency

Expedites onboarding and access without compromising security

Reuses existing network security systems and securely directs traffic through IT stacks

Avoids need to replicate stacks across companies

100% API-driven technology supports inbound and outbound integrations

AN M&A SUCCESS STORY: INTEGRATING TWO RAPID-FIRE ACQUISITIONS

Appgate SDP delivered exactly what was needed to rapidly integrate these hybrid IT environments and enable the teams to perform effectively. A large managed hosting and managed cloud services provider made two substantial acquisitions in quick succession.

With a complex, multi-tenant managed services environment, a disparate set of over 7,000 employees and a diverse collection of systems (including widespread adoption of BYOD), the acquiring company needed to provide:

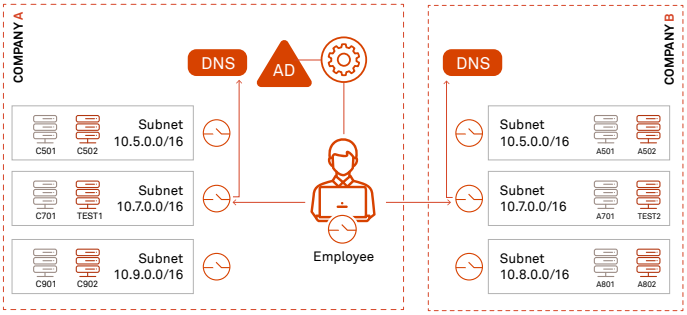
- Privileged users with secure access within a multi-tenant environment
- Remote access as a replacement for expensive VPNs
- Precise access to AWS and Azure infrastructure as a service (IaaS)

DELIVER RAPID AND COST-EFFECTIVE NETWORK INTEGRATION

In addition, the acquiring company (Company A) and the two acquired companies had overlapping IP spaces and internal DNS services.

Complicating matters, Company B's DNS also used an internal version of their customer/public DNS domains for internal management access.

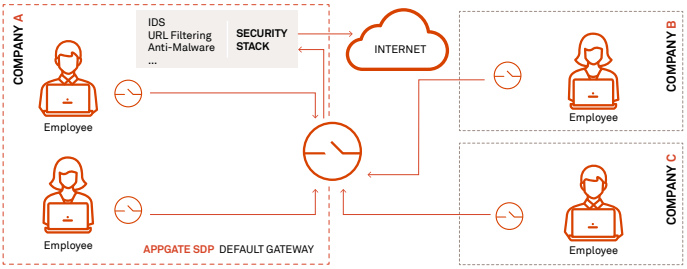
Appgate SDP provided immediate and secure network access with precise access control, while keeping the acquired company networks separate and avoiding IP remapping issues and DNS integration headaches.



LEVERAGE EXISTING SECURITY STACKS FOR INTERNET TRAFFIC

Company A had invested substantially on its security stack (e.g., NGFW, URL filtering, IDS/IPS, etc.) to ensure a clean pipe to the internet and wanted to reuse these solutions.

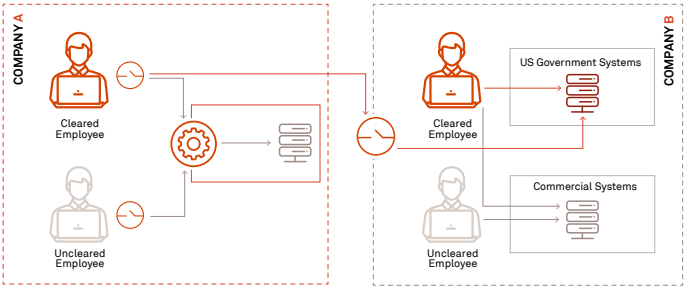
By using Appgate SDP to securely direct traffic from Company B and Company C through the existing security stack, Company A achieved significant hardware and operational cost savings without compromising security.



ENABLE WORKLOAD OVERFLOW WHILE ADHERING TO REGULATORY REQUIREMENTS

Company B has commercial and U.S . government (USG) customers, and only employees with appropriate security clearances can access USG systems. Spikes in workload could have overwhelmed the team—but Company A also had employees with sufficient clearance.

Appgate SDP provided fine-grained access control to allow only eligible employees from Company A to securely take on some of Company B's USG workloads. This approach maintained security and compliance while eliminating the need to hire additional full-time employees into Company B.



WHY THEY CHOSE **APPGATE SDP**

Wide support for hybrid IT environments, network topologies, protocols and device operating systems

Dynamic, context-driven access that integrates with IT Service Management (ITSM) systems

Pinpoint access control that enables dynamics policies across complex, overlapping IP networks

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. Appgate updates IT systems to combat the cyber threats of today and tomorrow. Through a set of differentiated cloud and hybrid security products, Appgate enables enterprises to easily and effectively shield against cyber threats. Appgate protects more than 650 organizations across government and business.
Learn more at appgate.com.

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