

EQUIPMENT MANUFACTURER REVOLUTIONIZES REMOTE ACCESS WITH APPGATE SDP

By implementing Zero Trust Network Access (ZTNA), an industry-leading manufacturer overcame VPN limitations and successfully scaled remote access for 3,000+ users in a matter of days, enhancing both security and operational flexibility.

Background

A leading global equipment manufacturer of highly engineered cryogenic and compression equipment servicing multiple applications in the clean energy and industrial gas markets. Their comprehensive product portfolio is used in every phase of the liquid gas supply chain, including upfront engineering, service and repair.

Challenges and Requirements

The manufacturer's global expansion exposed significant limitations with their traditional VPN solution. Bandwidth constraints negatively impacted remote access and productivity, while the lack of granular control over network access posed security risks, with users often receiving broader access than required. The COVID-19 pandemic further exacerbated these challenges, necessitating a rapid transition to a fully remote workforce. The company required a scalable solution to securely and efficiently onboard thousands of remote users without impacting business productivity. Additionally, their growth strategy through mergers and acquisitions (M&A) demanded a flexible platform capable of swiftly integrating new IT systems and securely onboarding users from acquired companies, ensuring seamless operations during these critical transitions.

Solution

The manufacturer implemented Appgate SDP to transform its remote access and network security, enabling granular access control based on user roles and claims for enhanced security. Appgate SDP's split tunneling capability optimized traffic routing, improving performance for remote users. Appgate SDP's rapid deployment capabilities enabled them to onboard more than 3,000 remote users in just seven days during the pandemic. Appgate SDP's flexible architecture supported business growth by facilitating the smooth integration of acquired companies and enabling flexible solutions for various connectivity needs. Implementing Appgate SDP not only solved their immediate challenges but also positioned the company for future success by providing a scalable, secure foundation for their expanding global operations and evolving workforce.

"Appgate satisfies the requirement that I have for a flexible, scalable, highly available Zero Trust Network Access (ZTNA) solution. It fits every category that I need it to in regard to ZTNA. In addition, Appgate has continued to innovate on their technology, providing additional risk-based claims that I can use to make game-time decisions on access for endpoints."

– Global Security Manager

USE CASES

Enterprise network transformation

VPN-replacement

Universal ZTNA

Streamline M&A

RESULTS

Successful onboarding of over 3,000 remote users within seven days during the COVID-19 lockdown

Improved security posture by limiting user access to specific systems and applications

Enhanced vendor and partner access management with targeted, limited network exposure

Streamlined M&A processes by providing immediate, controlled access to new entities

Enabled flexible solutions for server-to-server communications and always-on VPN tunnels

Facilitated a fully remote work environment with intelligent, context-aware access policies

ABOUT APPGATE

Appgate is the secure access company. We empower how people work and connect by providing solutions purpose-built on Zero Trust security principles. This people-defined security approach enables fast, simple and secure connections from any device and location to workloads across any IT infrastructure in cloud, on-premises and hybrid environments. Appgate helps organizations and government agencies worldwide start where they are, accelerate their Zero Trust journey and plan for their future. Learn more at [appgate.com](https://www.appgate.com).