APPGATE ZTNA: TRUSTED EXPERTISE TO MAXIMIZE FEDERAL EFFICIENCY AND REDUCE IT COSTS

Appgate's Zero Trust Network Access (ZTNA) solution empowers Federal and DOD agencies to meet mandates for cost reduction and maximized IT investment value, particularly in alignment with the Department of Government Efficiency (DOGE) initiatives.

Introduction

Federal and DOD agencies are under heightened scrutiny to reduce unnecessary expenditures, streamline IT operations, and optimize technology investments. DOGE is driving this mandate, requiring agencies to adopt modern solutions that deliver measurable cost savings, operational efficiencies, and improved performance — all without compromising security or mission effectiveness.

Legacy VPN and perimeter-based solutions that contribute to unnecessary costs and operational inefficiencies due to:

- High administrative overhead and manual policy management processes.
- Inability to support modern hybrid workforces, multi-cloud adoption, and dynamic user/device environments.
- Costly hardware maintenance, complex troubleshooting, and inefficient traffic flows that increase both risk and expense.

Appgate serves as a trusted advisor, assisting Federal and DOD agencies in aligning with DOGE mandates by replacing costly, outdated access technologies with a modern, identity-centric ZTNA solution. Appgate ZTNA reduces both capital expenditure (CapEx) and operational expenditure (OpEx), enhances operational agility, and delivers verifiable ROI — enabling agencies to demonstrate clear economic value to DOGE and other oversight bodies.

Achieving Maximum Efficiency, Agility, and Security Across Multiple Domains and Environments

This recent DOGE initiative seeks to streamline operations, enhance agility, and maintain robust security across multiple domains and varied operational environments. Appgate ZTNA uniquely aligns with these goals by providing a single, unified platform capable of securely spanning multiple diverse security domains, including Non-Classified Internet Protocol Router (NIPR) Network, Secret Internet Protocol Router (SIPR) Network, classified networks, cloud, on-premises, and tactical edge environments. By leveraging Infrastructure as Code (IaC), Configuration as Code (CaC), and a data-centric approach, Appgate significantly reduces complexity and operational overhead, optimizing security and mission effectiveness.

Unified Solution for Multi-Domain, Multi-Environment Operations

Appgate delivers a consistent security solution that supports diverse operational environments, including:

- **Multi-Domain Support:** Standardize policy enforcement and security controls across various domains including NIPR, SIPR, and tactical or disadvantaged scenarios, greatly simplifying security operations.
- **Tactical Edge Efficiency:** Specifically engineered for disconnected, degraded, intermittent, and limited (DDIL) environments, Appgate maintains operational continuity and secure access to critical resources, significantly reducing logistical complexity and enhancing operational readiness.

BACKGROUND

Appgate recognizes the increasing pressure federal and DOD agencies face from DOD leadership and DOGE to justify every technology investment with clear, defensible economic value. We are committed to equipping agencies with the data, insights, and proven outcomes necessary to demonstrate the return on investment (ROI) achieved through Appgate ZTNA. This proactive approach helps agencies meet compliance requirements and drive operational efficiencies.

Data-Centric, Simplified Security Policies

Moving beyond traditional IP/ACL-based security models, Appgate employs a data-centric, metadata-driven policy management approach, dramatically simplifying security management:

- **Data-Centric Security Policies:** Policies are defined using clear, straightforward rules, such as "User X with Group Y can access Resources tagged Z (e.g., IL5, Production, Web App)," eliminating the need to manage complex IP-based firewall rules and static ACLs.

- **Dynamic Tag and Label-Based Resolution:** Appgate dynamically and automatically resolves user entitlements based on real-time identity, device posture, and environmental context, streamlining policy management and enforcement.

Embracing Automation: Infrastructure as Code (IaC) and Configuration as Code (CaC)

Appgate is designed for advanced automation and DevSecOps methodologies, enhancing operational efficiency through:

- **Infrastructure as Code (IaC):** By leveraging Terraform and other automation frameworks, Appgate enables rapid and repeatable provisioning of virtual infrastructure, ensuring rapid, repeatable deployments across diverse environments.

- **Configuration as Code (CaC):** Appgate's ZTNA platform supports fully automated policy and configuration management integrated into DevSecOps pipelines. This allows configurations to be versioned, audited, and swiftly updated, reducing operational risks and administrative burdens.

Economic Impact and ROI of Appgate

Appgate's economic value has been independently validated through third-party analysis and real-world customer deployments, demonstrating a compelling business case for Federal and DOD agencies aiming to reduce costs while improving security and operational outcomes.

Key benefits include:

- Up to 66% cost savings compared to legacy VPN environments, achieved through reduced infrastructure requirements, lower administrative overhead, and fewer help desk tickets.

- Reduction in policy management time by up to 90%, allowing Federal IT and security teams to redirect resources to higher-value, mission-critical initiatives.

- Direct-routed architecture eliminates unnecessary network hops, reducing bandwidth consumption and improving application performance, delivering operational savings.

- Cloud-agnostic deployment options enable agencies to optimize costs by avoiding vendor lock-in and tailoring infrastructure usage to mission requirements, whether on-prem, hybrid cloud, or public cloud.

- Automated, identity-centric policies reduce manual intervention, cutting administrative costs and improving auditability to streamline compliance with federal mandates like NIST 800-53 and NIST 800-207.

Furthermore, Appgate outperforms competitors in total cost of ownership (TCO). A detailed technical comparison against Zscaler Private Access (ZPA) highlights Appgate's superior efficiency, particularly in complex, hybrid environments common across DOD and federal agencies. Appgate provides:

- More cost-efficient policy management through flexible, identity-based policies that dynamically adapt to real-time user and device context.

- No forced cloud routing, meaning traffic flows directly to its destination, reducing unnecessary transit costs and improving performance.

- Reduced infrastructure complexity, with fewer components to manage and increased automation, reducing the need for specialized personnel.

By partnering with Appgate, federal and DOD agencies can proactively demonstrate to DOGE and other governmental oversight bodies that ZTNA adoption delivers measurable financial benefits, reduces technical debt, and enhances the agility and resilience of government operations.

Appgate's Commitment to Federal and DOD Security and Compliance

Appgate has demonstrated a sustained commitment to providing secure, compliant solutions tailored to the unique needs of government environments. Appgate aligns with key federal cybersecurity initiatives and supports critical compliance requirements, including:

- FIPS 140-3 validated cryptography

- NIST 800-53 and NIST 800-207 alignment

- NIAP Certification and compliance with the Protection Profile for Application Software with the Functional Package for Transport Layer Security (TLS) (Appgate SDP Client 6.4)

- DOD Information Network Approved Products List (DODIN APL) – In Process

- CMMC (Cybersecurity Maturity Model Certification) readiness

- Support for IPv6 and dual-stack environments to align with Federal mandates

With extensive experience across federal civilian, defense, and intelligence agencies, Appgate is a proven partner, helping agencies modernize access, reduce costs, and comply with evolving security mandates — all while delivering a demonstrable return on investment.

About Appgate

Appgate secures and protects an organization's most valuable assets and applications. Appgate is the market leader in Zero Trust Network Access (ZTNA) and online fraud protection. Appgate products include Appgate ZTNA for Universal ZTNA and 360 Fraud Protection. Appgate services include threat advisory analysis and ZTNA implementation. Appgate safeguards enterprises and government agencies worldwide. Learn more at appgate.com.