

# VERDANT SERVICES IMPLEMENTS ZERO TRUST NETWORK ACCESS FOR ENHANCED SECURITY



## Replacing legacy VPN enables single, scalable security construct across public and private clouds and hybrid architectures

### Background

Since 2009, Texas-based Verdant Services has provided holistic IT solutions, including consulting, system integration, implementation, managed services and cloud application hosting. Customers turn to Verdant to host data for applications and deliver those services across AWS and on-premises infrastructure.

### Challenges and Requirements

As a technology consultant and managed service provider, Verdant is always looking to improve its security posture and struggled with a number of issues with its existing VPN solution including:

- An inability to support micro-segmentation between applications
- Operational overhead and complexity of managing many different user profiles to achieve granular access on the VPN
- Additional burdens associated with change management

Matthew Staver, Verdant's CTO, said, "Our goals were to implement a Zero Trust model, move away from an AnyConnect VPN, gain granular control of remote network access across offices and support our remote employees' work while at customer sites Verdant also needed to support a range of customer environments, including private and public clouds, plus hybrid architectures. According to Staver, "We often get last-minute requirements for additional resources, but it was difficult to onboard without giving too much access. We could make sure they could only authenticate to necessary applications, but users still had access to unneeded servers. We couldn't easily restrict access to specific resources needed for each role. It was a significant security concern."

### Solution

Verdant examined the market for potential solutions, but found many products had significant drawbacks, including being limited to specific cloud providers or only web-based applications. Verdant elected to run a detailed proof-of-concept (POC) to ensure Appgate SDP, an industry-leading Zero Trust Network Access (ZTNA) would meet the organization's needs:

- The test environment was built in two days
- The POC ran for two days, proving that Appgate SDP was the right solution

After that, things moved quickly with Staver noting that, "Based on the success of the POC, our cloud infrastructure team went to production implementation in a matter of days. In addition, live entitlements allowed us to quickly define the resources users could access via cloud resolvers supporting AWS tags. Live entitlements are very flexible, easy to define, and easy to build—we created half of ours in a single day."

### INDUSTRY

Information technology and services

### USE CASES

VPN replacement  
Remote access  
Cloud and hybrid deployment

### CHALLENGES

Existing VPN didn't meet granular access control needs; complex and time consuming for admins and end users  
Employees in branch offices, customer sites  
Required application micro-segmentation  
Customer environments include private and public clouds, plus hybrid architectures

### BENEFITS

Quick, easy solution deployment  
Single security construct across hybrid architectures  
Resolves for AWS dynamic entitlements, providing flexibility, security, and saving time on configuration  
Offloads user traffic from backhaul connections

**"Appgate SDP provided us an identity-centric secure access solution with granular controls. We were particularly impressed with SDP's cloud-friendly build and its use of single packet authorization, a technology used for hiding network resources from attackers."**

**Matthew Staver, CTO at Verdant Services**

### 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. Learn more at [appgate.com](https://appgate.com)