appgate

MODERNIZING SECURE ACCESS FOR AI-DRIVEN AUTONOMOUS DEFENSE OPERATIONS

A leading defense contractor, partnered with Appgate to enhance remote access and support mission-critical initiatives

Background

A leading defense contractor, focused on creating autonomous defense ecosystems, develops AI-driven systems that deliver integrated battlefield autonomy, enhancing operational effectiveness. Their mission — to defend and protect against technology-enabled threats — requires a precise, agile, secure, and reliable IT infrastructure to support critical operations.

Challenges and requirements

The organization's legacy OpenVPN solution lacked the necessary flexibility, security, and ease of use needed to meet its growing operational demands. Field teams, conducting inventory at remote sites, needed secure access to Enterprise Resource Planning (ERP) systems and critical applications, often from locations with limited internet connectivity. Following a corporate divestiture and acquisition, the company also required a secure method to integrate IT systems and enforce policy-based access to shared resources. As a contractor serving multiple government agencies, they had to comply with strict zero trust architecture (ZTA) requirements, ensuring secure access for all users, devices, and workloads from any location.

Solution

The organization selected Appgate to replace its legacy OpenVPN solution to implement a modern, Zero Trust Network Access (ZTNA) platform that provides secure, policy-driven access to critical systems and data. With Appgate ZTNA, field teams conducting inventory operations can easily connect to ERP systems and applications using a lightweight, portable device, including a travel router, wireless scanner, and an Appgate Connector — all operable from a backpack. This flexible deployment enables secure access from virtually any location with an internet connection, ensuring operational continuity in remote or temporary environments.

Beyond the initial field deployment, the organization extended Appgate ZTNA to streamline IT integration following the acquisition of a new company. By leveraging Appgate's identity-centric policies and segmented access, the security team securely connected users and systems across both environments without exposing the broader network, reducing risk and accelerating the onboarding process. Appgate's alignment with government Zero Trust mandates ensures ongoing compliance requirements, making it the ideal solution for this defense contractor operating in a highly regulated environment.

> " "Appgate gives us the flexibility and security we need to support both our field operations and evolving business needs. Whether it's enabling secure inventory management at remote sites or integrating newly acquired systems, Appgate's identity-centric approach ensures we can adapt quickly without compromising security — all while aligning with the Zero Trust requirements our government customers expect."
>
> – Senior IT Systems Administrator, Leading Defense Contractor

USE CASES

VPN replacement

Secure remote access for field inventory operations

Streamline merger and acquisition integration

Remote server connectivity to cloud resources

Compliance with Zero Trust mandates

RESULTS

Accelerated onboarding of newly acquired entities into the corporate network by 75%.

Reduced remote access deployment time for field teams from days to under an hour.

Significantly improved alignment with Zero Trust architecture initiatives.

Streamlined access for contractors and third-party vendors, reducing access time from hours to minutes.

Enhanced platform stability, resulting in a 65% reduction in helpdesk tickets.

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 SDP 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.

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