



## VERTEX REPLACES MULTIPLE VPNS TO IMPROVE SECURITY AND SLASH DEVOPS BOTTLENECKS



**Visualization platform provider strengthens security, reduces operational complexity and improves end user experience with Appgate SDP**

### Background

Vertex Software is a visualization platform built on AWS that enables customers to build and deploy purpose-built, 3D digital twin applications to any user downstream of engineering. It delivers a secure stream of images to any device, anywhere in the world. Vertex, founded by pioneers in manufacturing visualization and experts in cloud computing, is headquartered in Des Moines, IA and has approximately 50 employees.

### Challenges and Requirements

Like many businesses, the transition to a fully remote workforce created new challenges because remote VPN access became a critical resource for all employees. Its existing VPN solution created major security and operational challenges for Vertex. Ben Collen, Director of IT and Security for Vertex explained, "I was concerned about many issues including malware infection of employee machines accessing our environment and granting network access rights."

With its existing VPN solution, Vertex was not able to detect or control what software or malware was running on employees' devices and opening a VPN tunnel, plus its AWS environment, was risky. Additionally, network segmentation was managed via multiple VPN solutions. Collen noted that "very few things are more frustrating than administrative roadblocks that make it more difficult to do work." The IT team and users experienced frustration across account creations, switching requirements, performance, costs and the risky prospect of granting full lateral access to AWS environments.

### Solution

After evaluating several security products, Appgate SDP, an industry-leading Zero Trust Network Access (ZTNA) solution, was chosen due to technical advancements that met Vertex's current and future needs including:

- **Improvements to overall security environment:** According to Collen, Appgate SDP's single packet authorization (SPA) key/cloaking functionality is "very cool." "We know exactly what ports users can use, and we can see all traffic that is getting blocked if something malicious were to occur on a machine or if we have someone trying to access a resource that is not configured in Appgate SDP."
- **One-to-one network segment for users not limited to a single network or account:** Admins can easily set it up so individual users have access to everything they need no matter where the resource is located. And, non-sanctioned resource access is blocked, which eliminates lateral movement across resources
- **Precise, fine-grained access control and unique multi-tunneling capability:** Keeps developers productive by eliminating the disruptive act of account switching required when using VPNs
- **Open API functionality:** Integrates with existing security tools to ensure complete control and visibility into network security

### INDUSTRY

SaaS

### USE CASES

VPN replacement  
Secure DevOps

### CHALLENGES

Employee-owned devices security risk  
Full lateral access to the AWS environments  
Poor performance with full-tunnel VPN  
Need for developers to switch between VPNs  
Complex to administer

### BENEFITS

Secure, identity-centric, granular access  
Cloaked infrastructure ensures unauthorized resources are completely invisible  
Multi-tunnel capability eliminates full-tunnel VPN and switching  
Dramatically reduced operational burden  
Easily integrates with existing security tools  
Supports future strategic initiatives

**"Appgate SDP is one of the few security tools that both developers and security teams get benefits from and enjoy using. It's not often you roll out a new security tool and people love it while at the same time making your environment much more secure."**

**Ben Collen, Director,  
IT and security, Vertex**

### 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://appgate.com)