

## SOROCABA REFRESCOS

### Beverage Manufacturer Embraces Zero Trust Network Access with Appgate SDP



#### History

As the oldest family-owned manufacturer within the Coca-Cola Brazil system, Sorocaba Refrescos has been delivering excellence and innovation for over 45 years. Serving more than 18,000 customers across 60 municipalities in São Paulo, the company produces over 200 million liters of beverages annually. With a portfolio of more than 200 products, Sorocaba Refrescos caters to 2.5 million consumers, offering a diverse range of beverages for every occasion. Committed to quality and sustainability, the company holds ISO 9001, ISO 14001, ISO 45001, and FSSC 22000 certifications. Sorocaba Refrescos values its human potential and environmental responsibility, employing over 1,200 individuals directly and indirectly.

#### Challenges and Requirements

The onset of the pandemic presented Sorocaba Refrescos with the challenge of rapidly transitioning to a remote work environment. Prior to 2020, the majority of its workforce operated from physical offices, with cybersecurity policies appropriate for an on-site work model. However, the shift to remote work for approximately 450 employees necessitated a swift upgrade to their technological infrastructure to ensure secure remote access to critical systems. This adaptation was crucial to maintaining data integrity, operational continuity, and reinforcing the company's commitment to security and innovation.

"Faced with this scenario, the company took the initiative to modernize its remote connectivity solutions. Traditional VPNs no longer met the demands of this new digital reality, and we sought a more robust technology that would enhance security. The agile implementation of this new solution, without interruptions in services, was essential to maintain the high performance of remote connections, allowing employees to work from any location with peace of mind and security. This continuous search for innovation and efficiency has been fundamental to the company's success in an era of rapid digital transformation", said **Audrenilson Murcia – Head of IT**.

#### Solution

After evaluating available solutions, Sorocaba Refrescos chose Appgate SDP to implement its Zero Trust Network Access (ZTNA) strategy. Appgate SDP strengthened access controls, ensuring that only authorized users could access sensitive systems and data. In addition to addressing remote access needs, Appgate SDP enhanced network segmentation, restricting access to critical resources and bolstering security against unauthorized lateral movement between servers.

The implementation was conducted in partnership with a trusted vendor, ensuring a smooth transition. This integration further enhanced the security and stability of connections, providing a seamless user experience for both employees and the IT team.

*"Our commitment is to ensure the safety of the company and our employees, a challenge that demands robust and effective solutions. The Appgate SDP solution completely met our security requirements, offering a consistent experience from implementation to daily use"*

**– says Audrenilson Murcia – Head of IT**

#### CASOS DE USO

Secure remote user access

Replacing traditional VPNs

Access segmentation

Multi-factor authentication (MFA)

Access management

#### RESULTS

Implementing Appgate SDP delivered immediate benefits, including:

**Connection stability:** Significant improvements in the stability of remote connections, ensuring a seamless experience for employees working remotely.

**Optimized performance:** The solution provided high-performance connections, enabling quick and efficient access to business-critical systems.

**Enhanced access management:** Appgate SDP facilitated more efficient access management, which was particularly valuable for a lean IT team.

**Reduced risk of unauthorized access:** Access segmentation and multi-factor authentication (MFA) significantly reduced the risk of unauthorized access, strengthening infrastructure security.

**Positive user feedback:** Employees and administrators praised the tool's reliability and ease of use.

**Lateral movement prevention:** Access segmentation effectively prevented lateral movement within the network, fortifying the internal security of systems.

#### ABOUT APPGATE

Appgate protects an organization's most valuable assets and applications. Appgate is a market leader in Zero Trust Network Access (ZTNA) and online fraud protection. Appgate's products include Appgate SDP for Universal ZTNA and 360 Fraud Protection. Appgate's services include threat consulting, analysis, and ZTNA implementation. Appgate protects businesses and government agencies around the world. More information at [appgate.com](https://www.appgate.com).