



GOVERNMENT SYSTEMS INTEGRATOR SEGMENTS USER POPULATIONS QUICKLY AND EFFECTIVELY

This 9,000-employee professional services firm needed an efficient, highly secure way to segment a range of internal and external user populations. Appgate SDP instantly became so popular that non-developers “are lining up to get their projects folded into Appgate.”

Background

The firm had settled on Zero Trust as a core approach and needed a solution that was fast and easy to manage. Its initial focus was to enable their developers and those within their customer base—a group spread across many geographies with highly personalized needs that collectively used diverse devices and operating systems.

Challenges

- A need-specific user population, including employees and customers
- Heterogeneous mix of devices (e.g., Mac, Linux, Windows and mobile operating systems)
- Lengthy provisioning time (approximately one week)

Requirements

With a plan to implement Zero Trust by the end of 2022, the firm looked for a Zero Trust Network Access (ZTNA) solution that would:

- Precisely control resource access
- Support internal users and external customers
- Work with practically any device or OS
- Be quick and simple to manage

“We could do things other ways, but it would be harder and more expensive compared to what Appgate delivers out of the box.” - CIO

Solution

After a thorough assessment, the firm chose Appgate SDP, an industry-leading ZTNA solution to enable a highly secure way to segment the diverse user population and precisely manage access.

Although the company brought Appgate SDP in initially for the developer community, everyone else has taken note of the flexibility and simplicity it brings: “Folks are lining up to get their projects folded into Appgate because it is an enabler; there are things they couldn’t do before that they can do now.” - CIO

RESULTS

Much greater flexibility and simplicity

Accelerated the firm’s digital transformation

Leadership rated Appgate’s strategic importance to Zero Trust as nine out of 10

Improved operational efficiency and speed (e.g., provisioning time was all but eliminated, dropping from a week to only seconds)

Easily supported a pandemic-induced 167% surge in WFH

ABOUT NEMERTES

Nemertes is a global research-based advisory and consulting firm that analyzes the business value of emerging technologies. Since 2002, we have provided strategic recommendations based on data-backed operational and business metrics to help enterprise organizations deliver successful technology transformation to employees and customers. Simply put: Nemertes’ better data helps clients make better decisions.

Learn more at nemertes.com

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.