CASE STUDY

Leading Financial Firm Evolves Beyond the VPN with Perimeter 81’s Scalable Remote Access Solution

“With the Perimeter 81 solution, it’s been a relief to know that our employees’ connections are secure and strong. Just the idea that their remote office is stable and that they have access to what they need to do for their jobs has helped me and our employees to be more productive.”

The Challenge: A Scalable and Secure Remote Access Solution

Replacing Their Outdated VPN

Like many companies, this financial organization didn’t have many employees working remotely before COVID-19. However, for the few employees working on the go, their previous VPN, Cisco AnyConnect created productivity challenges.

“We had a VPN client which never had more than a couple of users connecting to it at a time. On different occasions, we would experience that when more than two users would be connected to the VPN, it would compete with the firewall on our network which created connection issues and likely security risks. Additionally, we started to see more VPN connections dropping, especially when we brought in outsourced vendors. Our VPN was pretty combative with the firewall and we would simply lose connection across the board,” said their Lead IT Manager.

After a trip abroad where they experienced first-hand the challenges with their current VPN, she knew it was time to look elsewhere.

“Replacing the VPN was at the forefront of my mind as we saw more employees experience headaches with it. In January we brought on an...
external CISO, and from his experience, he also recommended that we replace the VPN as it was the root of our potential security problems."

When shopping in the network security market to replace their VPN, the experience of their CISO played a major role in deciding to go with Perimeter 81. "Our CISO had previously deployed Perimeter 81 with one of his other clients who had many employees working remotely. He highly recommended the ease of setup and how the solution integrates seamlessly. Additionally, the inclusion of Zero Trust features ensured that we’d be covered from all sides. We did some due diligence around it and it just seemed to make sense for us."

**Lack of Scalability**

As part of the finance industry, it is common to see employees come and go. This creates headaches for IT teams as they need to buy a certain amount of licenses without knowing if some of the licenses will actually be used. The lead IT manager explained how much of a headache it created for the company: "We have a flow of people coming and going and it’s a pain when we know we have to buy 30 licenses, even with only 25 employees, and we would always end up purchasing more licenses that wouldn’t be used".

To solve the challenge of unused licenses, Perimeter 81's scalability played a key factor in how easy it was for the company to adjust security to business growth. "Having the option to easily scale the amount of licenses on a person by person basis was key in why we went with Perimeter 81."

**Single Sign-On & Zero Trust**

As a company that is dealing with confidential documents and data on a daily basis, secure authorized access is important to the company. "We were very attracted to Perimeter 81’s Zero Trust security features as they provided us the ability to better manage our user access policies."

More than Zero Trust features, the company needed a solution that offered a single sign-on (SSO) function that was easily implemented. "The flexibility and strength of Perimeter 81’s single sign-on feature helped me as the lead IT Manager to have more confidence in the security of our employees. Anytime we can avoid having users manage 27 different passwords for multiple applications, it’s a bonus for security."
The Solution: Quicker Secure Remote Access

Quick and Easy Gateway Deployment
Quick gateway deployment is a key benefit that comes with Perimeter 81. For the company, they have been very happy with the speedy network deployment time within the platform. “Deployment time was pretty immediate, and I think for us to get it set up initially took maybe two hours, or three hours max. It certainly wasn't a long process which I am very happy with. Compared to other products that we have adopted, Perimeter 81's deployment was faster and easier to complete.”

Smooth Remote Connections
In place of their older VPN which lagged and caused connection errors, the leading IT manager is very happy with the connection speed and time that Perimeter 81 has provided to the company's remote workforce. “The steady, reliable connection time via the Perimeter 81 platform is the biggest benefit so far. There is no thought that employee productivity might be impacted, whether from dropped connections, high latency or slow speeds that make access to large files problematic. Especially during the busy work hours where a typical employee will be accessing between four or five different files that are pretty big, Perimeter 81 has been steadfast.”

More Security Confidence
Knowing that employees are connecting to a secure network via the Perimeter 81 application, no matter their location, has helped the company's IT department gain the security confidence necessary to trust new employees' security hygiene. “When providing employees with this type of solution there is some hesitation as they might be less familiar with secure networking. With the Perimeter 81 solution, however, it's been great to know that our employee's connections are secure by default and that if they're connected, they're also safe.”

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Time Savings

When looking for solutions to replace outdated network security products, IT managers and management will consider how much time and money the new solution can save. In the company’s case, Perimeter 81 has helped save time and headaches in maintaining and fixing their previous VPN solution. “Overall, what Perimeter 81 has saved me most is time. I am not hearing anymore that employees’ connections are down, and so that frustrating part of my day no longer exists. Instead, I can troubleshoot the entire workforce’s connections via the Perimeter 81 platform to see if everyone is connected, monitor proactively and work on long-term security projects. Thanks to Perimeter 81, on a monthly basis I am saving over 5 hours of manual work and instead I can use that time to do other tasks.”

About Perimeter 81

Perimeter 81 has taken the outdated, complex and hardware-based traditional network security technologies, and transformed them into a user-friendly and easy-to-use software solution — simplifying network security for the modern and distributed workforce. Since its founding, Perimeter 81 has quickly gained traction in the Secure Access Service Edge (SASE) and Network as a Service market, and is revolutionizing the way companies consume cyber and network security. Our clients include Fortune 500 businesses and industry leaders across a wide range of sectors, and our partners are among the world’s foremost integrators, managed service providers and channel resellers.

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