Leading Developer Platform Achieves Secure AWS Access and SASE Success With Perimeter 81

“We selected Perimeter 81 as our SASE partner because they exceeded our acceptance criteria. We did not require any additional hardware to implement Perimeter 81. That is one of the strengths of a SASE, we can define everything via software. We were able to configure IPsec tunnels to our VPCs for specific workloads, create applications to allow users to launch internal web resources from any device securely, and restrict access to internal resources to just our users.”

The Challenge: Zero Trust Secure Network Access

Replacing Open Source VPN With a Zero Trust Solution

Besides seamless integration with AWS, the company was looking for a security vendor that would help them realize their ambition of going totally Zero Trust and leaving behind the open-source VPN solutions of their formative years. High on its list were those vendors who could enable easy network segmentation while maintaining excellent service.

“In short, we required a secure, scalable, and easy to use solution that integrated the Zero Trust model, which would allow us to protect network traffic between clients (employees) and business-critical resources (services, source control, etc.).”

The need to replace their open-source VPN was due to the changes in how the company’s employees were working based on their location. “Our networking infrastructure was designed to give the same network user experience to both our distributed employees and those in the office, which would easily allow for a more transitional work while speeding up innovation and maintaining guardrails for security.

About the Customer:

A U.S.-based, leading development platform that provides solutions for performance testing, monitoring and debugging. The company allows software developers, QA testers and DevOps engineers to collaborate in creating, managing and executing functional testing and monitors.

- Integrated the Perimeter 81 solution under 1 hour
- Deployed over 100 endpoints under two months
- Successfully expanded the remote workforce by 2000%
We did have a traditional VPN solution as well as a traditional security perimeter previously but have since migrated to a hybrid model to meet the demands of today and the growth of tomorrow.

The company went with Perimeter 81 for its global array of gateways with high uptime and low latency, logging for compliance, troubleshooting, and incident response, plus tools such as multi-factor authentication and single-sign-on. “We selected Perimeter 81 as our SASE partner because they met our acceptance criteria.”

**Securing User Access to AWS Resources**

The global presence of the company’s workforce demanded robust remote access capabilities that could secure traffic between employees and network resources. The main infrastructure for their operations is built in business-critical cloud environments, primarily AWS.

“We needed to secure and segment access to AWS environments and other business-critical resources. The majority of the traffic to the AWS environments is from a couple of geographic areas, where most of our engineers and developers are based.”

When shopping for a different network security service, the company’s IT team realized they were looking for a specific solution. “We were looking for a solution that had SSO integration with GSuite, is ISO27001 compliant, and would allow us to follow the Zero Trust model. Because our company is entirely remote as a result of the pandemic, we also required a service that would encrypt the connection of all the team members across the organization.”

In the end, the company decided to adopt the Perimeter 81 solution for multiple reasons, but the ease of increasing bandwidth played a definitive factor. “Perimeter 81 allowed us to create highly performant regions where we could put multiple dedicated endpoints to increase bandwidth in just a few minutes.”
Secure Access For Their Global Team

When COVID-19 transitioned everyone to work from home, the company saw its global workforce move to working remotely. This new reality of working from anywhere forced the company to rethink its secure remote access solution.

“Our greatest strength is that our company is geographically distributed and fast-growing, which allows us to hire the best talent we can find regardless of their location. This, of course, leads to some technical challenges when implementing traditional technologies and solutions, and in light of our entire workforce moving remote with the onset of COVID-19, we needed to find a software-based service that could scale rapidly and accommodate hundreds of concurrent endpoints across many geographic regions.”

After going back and forth, the company knew it was time to move on from their open-source VPN. After their initial research of different VPN solutions, some potential security and network challenges emerged which shifted their mindset.

“Our original approach, like many fast-growing companies, was to reach out to existing open-source and commercial vendors to see if we could stand something up quickly that met our list of acceptance criteria. We looked into OpenVPN based solutions, consumer-grade options, and enterprise-grade options, but quickly realized that they were not designed for our distributed workforce model and there would be either massive administrative overhead or cost associated with implementing a performant and user-friendly solution.”

Solution: Quicker and More Scalable Network Security

Quick Deployment

Since deciding to adopt the Perimeter 81 solution, deployment was the main factor for the company and so far they have experienced a smooth transition. "Our entire rollout, to fully deploy the service across our hundreds of endpoints as well as customize our network infrastructure and security settings, happened over the course of 2 months. In actual work hours, we had the original solution launched, configured, and testing all under 30 minutes. We invested another 2-3 hours in tweaking configurations.”
SASE Success

When looking at the different SASE offerings, the company felt Perimeter 81 was one of the best SASE offerings and have been happy with their decision. “We did not require any additional hardware to implement Perimeter 81. That is one of the strengths of a SASE, we can define everything via software. We were able to configure IPsec tunnels to our VPCs for specific workloads, create applications to allow users to launch internal web resources from any device securely, and restrict access to internal resources to just our users.”

Smooth & Rapid Scaling

Working with Perimeter 81 has allowed the company to rapidly scale their security in a matter of hours. Since implementing Perimeter 81, the company has increased the size of its remote workforce by over 2000%.”We scaled our network infrastructure quickly and encrypted endpoint connections without hardware limitations. Users are now proactively requesting applications to be configured because they prefer the Perimeter 81 product experience to having to enable a VPN and choose which URL to go to. We have also seen growth in user application requests because the Perimeter 81 applications allows them to maintain access control to their applications without having to implement authentication at the application.”

Helping Hand In Secure AWS Access

Due to the Perimeter 81 support team around the clock and the new features added every month, the company is thrilled to be using the Perimeter 81 solution on a daily basis for secure access to their AWS resources. “It has been a pleasure to work with a knowledgeable and friendly team which has provided my company with an AWS-friendly, scalable security that prepares us for a growing remote user base that won’t interfere with data integrity or compliance.”

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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.