

CASE STUDY

How Whisky Auctioneer Achieved Secure Network Access With Perimeter 81

“The main reason we decided to go with Perimeter 81 was its ease of use and the support offered. Our business appreciates simplicity and Perimeter 81 complements that. Costs were reasonable and once we adopted Perimeter 81, the entire setup took less than 15 minutes.”

- Alex McClune, Director of IT at Whisky Auctioneer

The Challenge: Implementing Network Security For Employees

A Cloud-First Security Solution

Before the COVID-19 pandemic, Whisky Auctioneer didn't have a pressing need for cloud-based secure remote access. “We host a bunch of websites that are primarily located on AWS and an entirely separate infrastructure. As our business grew, and remote access was something that became more established, we recognised the importance of stepping up the infrastructure to secure the devices of our employees,” said Alex McClune, Director of IT at Whisky Auctioneer.

The sudden move from office to home forced Whisky Auctioneer to look for a cloud-friendly network security solution that would provide its remote developers secure access to cloud-based resources wherever they chose to work. “With our remote workers, it became necessary for us to find a security solution that offered a cloud-based VPN service. The main requirement was essentially to lock down administrator access to our websites to a single IP address. Ultimately these weren't very technical issues, and our search was more to do with looking for a cloud-based solution that would answer our business requirements.”



WHISKY AUCTIONEER

About Whisky Auctioneer:

Whisky Auctioneer specializes in auctioning whisky, whether it be fine, old, rare, collectible or affordable. They aim to be the trusted authority on buying and selling of whisky and spirits at auction. Through their passion for whisky and the industry, they connect the bottles they offer to their customers who share in this passion.

Headquartered in Perth, central Scotland, Whisky Auctioneer has 40 employees based in the United Kingdom, Germany.

Remote Access, From Many Devices

Before the pandemic, secure network access wasn't necessary for Whisky Auctioneer as it had only a handful of instances where workers would be working remotely. When COVID-19 turned the world upside down, Whisky Auctioneer needed to implement a remote access strategy. "Before COVID-19, we didn't have a VPN solution for remote access, but that all changed once COVID-19 hit. We quickly decided to heavily increase our security standpoint by enforcing a VPN on all our company devices."

The onset of remote work saw Whisky Auctioneer expand the sources of traffic to their services, which it identified as a potential security vulnerability. While looking at different VPN solutions, the specific need for a cloud-based solution brought them to Perimeter 81. "When looking at different solutions we decided to go for a cloud-based product that made ease of use and configuration a priority."

Secure User Access with Single Sign-On

As a company that deals with different employee devices, secure authorized access is important to Whisky Auctioneer. "We basically wanted to mitigate the risk of a compromised device. With Perimeter 81 this has been one of the key goals that we have achieved so far." Secure user access to applications and websites was also an important factor. "With Perimeter 81 we are using the single sign-on (SSO) feature for applications and multi-factor authentication for websites."

One of the key features that attracted Whisky Auctioneer to Perimeter 81's solution is the simplicity of the Azure SSO feature. "Perimeter 81's Azure SSO feature has simplified the login process and the integration to Azure Sentinel appealed to our security-minded colleagues. The customer support and documentation offered is very reassuring and important to how we can manage our infrastructures."

 **Deployed secure gateways worldwide in under 10 minutes**

 **Scaled their network security in a matter of hours**

 **Grew their account by almost 75% and added secure remote access instantly**



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The Solution: Easy to Use and Manage Network Security Solution

Quick and Easy Scalability

One of the key selling points for Whisky Auctioneer was that it would get a more scalable solution for security. “We were able to scale the Perimeter 81 solution company-wide in under one day. We then educated and trained the staff on how to use it and the process for logging into things.” Since adopting the Perimeter 81 solution, Whisky Auctioneer grew their account by almost 75% and added secure remote access connections which have helped their employees to continue working productively and securely.

“Approximately 50% of our workforce is still remote but Perimeter 81 is enforced for all staff regardless of location. The solution has scaled up to meet our user base. We were impressed with the smooth onboarding process for our staff, and loved how the application was quick and easy to use with Azure SSO.”

Fast and Smooth Deployment

Quick network deployment is a key benefit that comes when adopting the Perimeter 81 solution. In Whisky Auctioneer’s case, they are extremely happy with deployment time. “It was so simple and straightforward. It took maybe 10 minutes, and we found the onboarding call with your Solution Architect very beneficial, and they were able to talk us through it very easily and quickly. The network deployment was so simple that even if I was to do it myself, it probably wouldn’t take more than 10 minutes.”

Cost and Time Savings

Whisky Auctioneer didn’t have a previous solution, but it had a number in mind and had already built a budget around it. In the end, Perimeter 81’s solution was a perfect match for this budget. “Perimeter 81 is very reasonably priced or in the ballpark within the budget specified for this. The pricing of Perimeter 81 enabled us to upgrade the Sentinel feature, even when we didn’t have the members to take advantage of the licenses, so the costs were very reasonable.”



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McClune is satisfied with the amount of time he has saved since implementing Perimeter 81. “Perimeter 81 is very simple to use; I think we had our core staff working within a day of deciding to adopt Perimeter 81. This was in the middle of the peak of COVID-19, so it was during the shorter and stressful migration which helped our employees to work more securely.”

Seamless DNS Security

One of the more recent features that Perimeter 81 customers can implement is DNS security. Whisky Auctioneer has been happy with Perimeter 81’s DNS security feature so far. “The DNS tool has been fairly flawless. DNS filtering has allowed us to whitelist, blacklist and limit user access where we needed it, providing peace of mind.”

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 transforming 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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