CASE STUDY

Postman Achieves Secure Cloud Access and SASE Success With Perimeter 81

“We selected Perimeter 81 as our SASE partner because they exceeded all of our acceptance criteria. We needed a solution that did not require any additional hardware to implement, and that is one of the strengths of a SASE: We can define everything via software. We were able to configure secure tunnels directly to our Cloud 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.”
- Ryan Nolette, Technical Security Lead

The Challenge: Zero Trust Secure Network Access

Replacing Open Source VPN With a Zero Trust Solution

Besides seamless integration with their cloud provider, Postman was looking for a security partner that would help them realize their ambition to achieve a strong Zero Trust posture and leave 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 service level agreements for uptime.

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

The need to replace their open-source VPN was due to the changes in how and where Postman’s employees were working and quadrupling headcount. “Our original networking infrastructure was designed to give the same network user experience to both our distributed

Postman is the world’s leading collaboration platform for API development. Postman’s features simplify each step of building an API and streamline collaboration to help create better APIs — faster. More than 13 million developers and 500,000 organizations worldwide use Postman today.

Integrated the Perimeter 81 solution in under 1 hour

Deployed hundreds of endpoints in under two months

Exponentially scaled network infrastructure and security
employees and those in the office, which would easily allow for a more transitional work while speeding up innovation and maintaining guardrails for security,” explained Nolette. “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 expected growth of tomorrow.”

Postman 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.

**Securing User Access to Cloud Resources**

The global presence of Postman’s workforce demanded robust remote access capabilities that could secure traffic between employees and network resources. The main infrastructure for their operations lives in business-critical cloud environments.

“We needed to secure and segment access to our Cloud environments and other business-critical resources. The majority of the traffic to our Cloud environments is from a multitude of geographic areas where most of the engineers and developers are no longer office-based,” said Nolette.

When shopping for a different network security service, Postman’s IT team realized they were looking for a specific solution. “We were looking for a solution that had SSO integration, could effectively validate compliance, and would allow us to pursue the Zero Trust methodology. Also, because our workforce is now entirely remote, we wanted to find a service that would offer a high level of end-to-end encryption for team members’ connections across the organization,” Nolette added.

In the end, Postman 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 points of presence to increase bandwidth in just a few minutes and be transparent to the users,” said Nolette.

“The Perimeter 81 solution has been pretty simple to scale. We just switched our original subscription to an Enterprise plan to increase the number of licenses and to be able to accommodate the additional demand, and it’s been a smooth process.”
Secure Access For Their Global Team

When COVID-19 transitioned everyone to work from home, Postman 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.

“One of our greatest strengths 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,” explained Nolette. “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 and maintain equivalent user experience across all of those remote regions.”

After weeks of attempting to solve capacity and remote administration issues themselves, Postman knew it was time to move on from their on-premises, open-source VPN. After their initial research of different VPN solutions, some potential security and network challenges emerged, shifting their mindset.

“Our original approach, like many fast-growing companies, was to reach out to existing open-source and commercial enterprise vendors to see if we could stand something up quickly that met our list of acceptance criteria,” shared Nolette. “We looked into open-source 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.”

“We scaled our network infrastructure quickly and encrypted endpoint connections without hardware limitations. The lack of hardware limitations allows us to be significantly more forgiving about blowing past our original capacity planning estimates due to exponential headcount growth.”
The Solution: Quicker and More Scalable Network Security

Quick Deployment

Since deciding to adopt the Perimeter 81 solution, deployment was the next logical hurdle for Postman, 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 about 2 months. In actual work hours, we had the original client solution launched, configured, and tested, all in under 30 minutes. We invested another 2-3 hours in tweaking and customizing configurations for internal services and resources. Then we were ready for security, performance, and compliance testing,” Nolette expressed.

“The seamless deployment was facilitated by Perimeter 81’s built-in IDP integration, which enabled us to incorporate users and groups from our IDP source automatically,” added Nolette. “This streamlined our ability to create network policies based on user attributes and brought security controls from the network and routing layer to the identity layer, in line with the Zero Trust model. It was quite a defining factor for how fast we were able to configure and roll out Perimeter 81,” shared Nolette.

SASE Success

When looking at the different SASE offerings, Postman felt Perimeter 81 was one of the best SASE offerings and has been happy with their decision. “We did not require any additional hardware to implement Perimeter 81,” said Nolette. “That is one of the strengths of a SASE; we can define everything via software. That means we could leverage our MDM to deploy the clients to users fully configured and ready to be used. We could ingest users and groups from our IDP source and leverage those existing identity attributes to control network access. We were able to configure multiple secure tunnels to our VPCs for specific workloads (intranet pages, build, stage, etc.), create dashboard applications to allow users to launch internal web resources from any device securely, and restrict access to internal resources to just our users.”
Smooth and Rapid Scaling

Working with Perimeter 81 has allowed Postman to rapidly scale its security in a matter of hours. Since implementing Perimeter 81, the company has exponentially increased the size of its remote workforce. “We scaled our network infrastructure quickly and encrypted endpoint connections without hardware limitations. The lack of hardware limitations allows us to be significantly more forgiving about blowing past our original capacity planning estimates due to exponential headcount growth,” Nolette shared. “Also, we’ve had rapid user adoption of the solution. Users are now proactively requesting applications to be configured because they prefer the Perimeter 81 application login experience to enabling a VPN and having to choose which URL to go to. We have also seen growth in user application requests because the Perimeter 81 applications allow them to maintain access control to their applications at the identity layer without having to implement authentication at the application.”

Helping Hand In Secure Cloud Access

Due to the Perimeter 81 support team’s around-the-clock availability and the new features added every month, Postman is thrilled to be using the Perimeter 81 solution daily for secure access to their Cloud resources. Nolette shared: “It has been a pleasure to engage with a knowledgeable and friendly partner to build cloud-friendly and scalable security into our guardrails that proactively prepares us for a growing remote user base and won’t interfere with data integrity or compliance requirements.”

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.

CONTACT US

Perimeter 81 LTD.
sales@perimeter81.com
www.perimeter81.com
Request a Free Demo

Facebook | Twitter | LinkedIn | YouTube | Instagram