BLUE JEAN NETWORKS ADOPTS SOFTWARE-DEFINED PERIMETER AS REMOTE ACCESS SOLUTION

Managed Service Provider turns to Appgate SDP to provide their employees and customers a more secure, easier-to-use and faster alternative than VPN.

Background

Blue Jean Networks (BJN), headquartered in Dallas/Fort Worth, provides outsourced security solutions and managed services to business throughout the United States, enabling its clients to focus on their business, not IT.

BJN is one of the few MSPs in the U.S. to hold a Cybersecurity Maturity Model Certification (CMMC) Registered Provider Organization (RPO) accreditation. Organizations that earn the RPO certification are authorized to provide advice, consulting and recommendations to clients about how to properly prepare for and pass CMMC Levels 1-3, the unified standard for implementing cybersecurity across the Defense Industrial Base (DIB). That, combined with their demonstrated experience and expertise in managed services, sets BJN apart from its competition.

Challenges and Requirements

Technological advances open a world of business growth, but also bring newer, constantly evolving and more vicious threats to address. Organizations of all sizes struggle with in-house security team and tool gaps that impede the ability to keep up with these threats. More than ever, these organizations are turning to security experts, such as BJN, for support.

BJN historically has leveraged firewall-based VPNs for in-house employees, third-party contractors and customers for remote network access. The problem is VPNs were not designed to support a large remote workforce and today's modern security requirements. BJN learned about Appgate SDP from a new customer that was experiencing a "slow and cranky" VPN and requested Appgate SDP to:

- Reduce latency and deliver improved performance and speed
- Provide more functionality and security
- Include FIPS certified encryption, which is necessary for CMMC
- Provide a solution that was easy to deploy and manage

Solution

Appgate SDP, an industry leading Zero Trust Network Access (ZTNA) solution, delivered exactly what BJN and its customers needed including:

- **Improved security:** Enhanced security measures, including single packet authorization (SPA) and identity-based micro segmentation, which reduces the attack surface and increases security controls for all users and workloads wherever they reside
- **Better performance and speed:** Instead of routing all the way back to a data center, users connect to the nearest gateway to retain the locality of a session and mitigate latency
- **Consistent end user experience:** Users have a consistent and positive experience regardless of their connection type, whether that be office network, roaming on cellular or Wi-Fi from anywhere
- **Accredited encryption:** Leverages mTLS FIPS compliance and third-party validated encryption on every connection, regardless of the user's location

INDUSTRY
Managed Services Provider (MSP)

USE CASES
Remote access and VPN replacement

CHALLENGES

- Need for a better remote access solution for BJN and its customers
- Support access to any application whether in the cloud or on-premises
- Increase remote access speed and end user productivity
- Encryption to support BJN compliance requirements

BENEFITS

- Better remote access solution for BJN and its customers
- Simple, cost effective and secure deployment Improved overall security posture and compliance support
- Faster remote access resulting in improved company employee and customer satisfaction
- Immediate reduction in help desk tickets at BJN

"Appgate SDP provides more security, faster speed and is easier to use than a firewall-based VPN. If you want always-on remote access with high security and an uncomplicated way to protect your resources, Appgate is that solution. And Appgate is going over the top to help me as they understand their product and deploy it easily."

- Sunny Lowe, CEO, Blue Jean Networks

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.