

CUSTOMER SUCCESS STORY

NATIONAL INSURANCE COMPANY



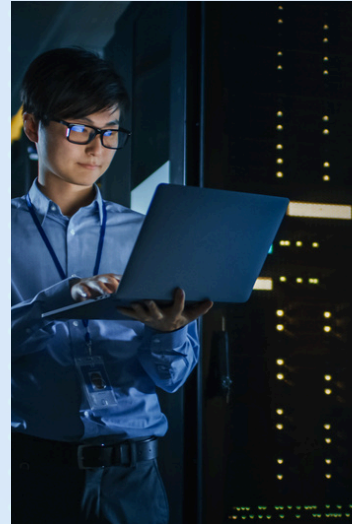
ATLANTIC
DATA SECURITY

COMPANY OVERVIEW

With over half a million customers all over the country, this national insurance company needed to secure customer and company data, while pursuing key digital transformation objectives to improve their operations.

THE CHALLENGE

The client was dissatisfied with their existing firewall solution which had been built for an on-prem environment and made business shifts towards a remote workforce and multiple offices challenging to manage. When they engaged us, they were trying to decide whether it would be better to rearchitect their existing firewall solution, or to replace it. What made the process uniquely challenging was that the renewal of their existing firewall contract was coming to an end in three months, so there was limited time to evaluate, implement, and develop the in-house skills to manage a new solution.



THE ATLANTIC DATA SECURITY SOLUTION

Through consultative discussions, we established key priorities for the future firewall architecture:



REMOTE WORK CAPABILITIES to facilitate future growth and enable seamless collaboration between employees working in office and from home.



REDUCED COMPLEXITY of the firewall solution and architecture to improve overall visibility and control of the network environment to enable future scaling and patching.

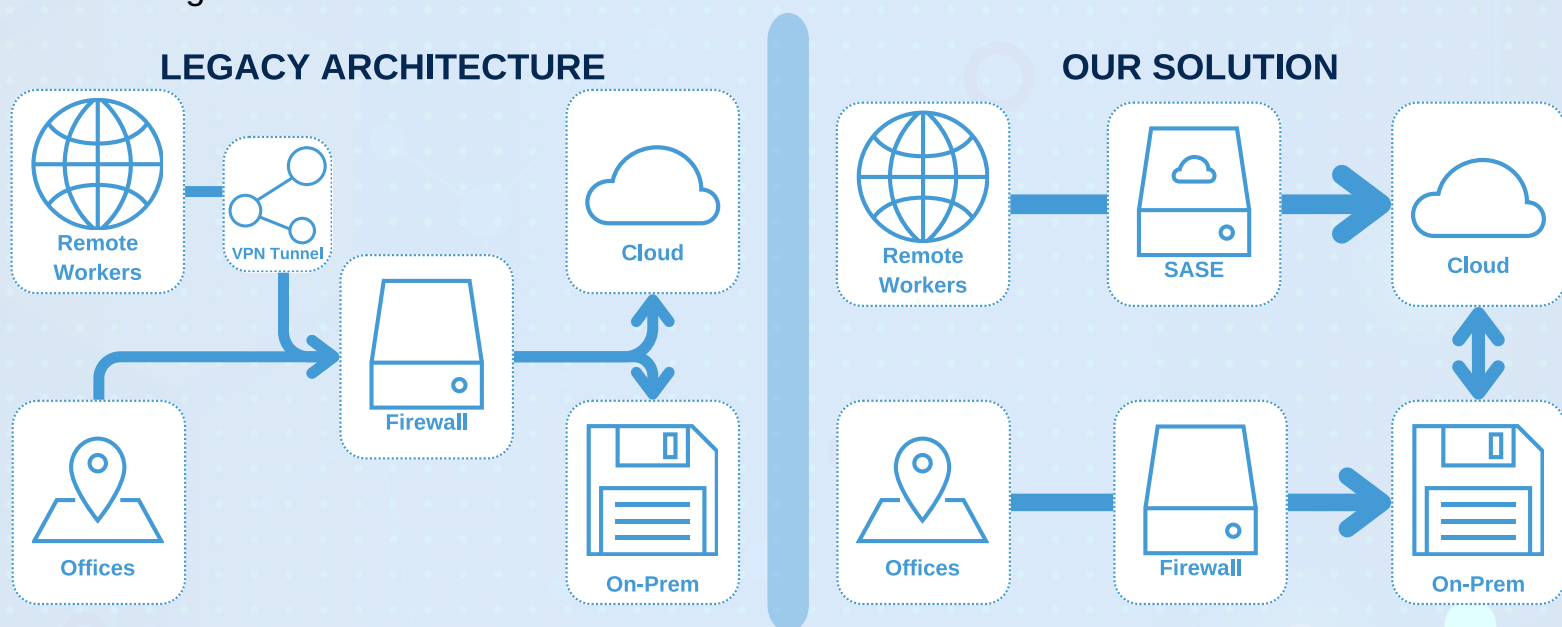


IMPROVED USER EXPERIENCE for the security and IT team managing the solution, and for all employees to reduce the friction of security on business operations.

Based on these priorities we created a shortlist of solutions that would best meet their needs and provided recommendations on how to architect them. We organized Proof-of-Value demonstrations so that they could compare options in their context.

Our security services team provided the necessary expertise to get the new firewall solution implemented in time and we provided their analysts staff with ongoing training and support with the new firewall solution.

With the new firewall solution, we were able to reduce the number of firewall devices our client needed by 50 percent. This **improved visibility** over network traffic and **simplified firewall management**. With our support services, we were able to implement their new firewalls after the POVs concluded, to achieve a cutoff date before their existing solution expired and provided ongoing support during and after the changeover to resolve challenges.



To facilitate our client's desire to enable a remote workforce and more easily manage several offices, we determined that a dedicated SASE solution would provide the best security and ease of use to their workforce, while simultaneously reducing the load on the firewall, making it easier to manage and operate.

“ADS was essential in helping us narrow down the options we should consider to replace our existing firewall and overall network security architecture with a new SASE solution. They were incredibly helpful in preparing for the implementation while the POV was still ongoing. The transformation to a new architecture certainly was stressful, especially given our timelines. The ADS team made it possible for us.”

- Client's Information Security Officer

ABOUT ATLANTIC DATA SECURITY

Atlantic Data Security has over 25 years of experience helping companies navigate the challenges of cybersecurity. We ensure that we understand your unique environment and business needs so that we can recommend the solutions best suited to solve your problems.