



AG SERIES CASE STUDY

Business Consulting Firm

AG Series SSL VPN provides access for personal desktop and mobile devices, serves as a backup access method in the event of an outage, and provides additional flexibility in accessing the corporate network and resources.

Background

A leading provider of IT and management consulting solutions and services positions itself as a catalyst for positive business change. By working with clients' existing business processes, and by targeting functional challenges, the consulting firm helps clients attain superior operational performance.

The consultancy works with companies across a broad and diverse range of industries, from aerospace to mining and many others. The company also offers a wide range of services including management consulting, outsourcing, technology solutions, and additional industry-specific services.

Industry:

Consulting: Business & Technology

Challenges:

Existing SSL VPN solution was at End of Life, and software/hardware support were no longer available

Alternative method of secure access was needed specifically for employees' personal devices to access the network and resources

Solution:

Two Array Networks AG Series secure access gateway, one in headquarters and one in Europe

Benefits:

Personnel can easily and securely access their documents, files and email from their personal devices, from any location, just as if they were in the office

Upgrading brought their technology current, with a long horizon before End of Life

Gained access to new capabilities and features their previous solution could not offer, including Windows 7/10 support

Challenges

To support consultants and other employees who might work in far-flung offices, from home, from client offices or elsewhere, the consultancy has implemented a mobile VPN product for corporate-owned devices.

For personal devices such as smartphones and tablets, as well as to provide a backup access method should the mobile VPN product become unavailable, the company's IT team had implemented legacy Juniper SSL VPN products for their headquarters and a key European office.

"Within the realms of security and best practices, we try to give our employees as many options as possible," said the firm's director of information technology.

The Juniper products, however, had reached end of life – no additional software updates would be issued, and hardware support was no longer available. Worse, the legacy SSL VPNs did not support Windows 7 or Windows 10, and could not be upgraded to do so.

The consulting firm's IT team set about looking for a cost-effective way to bring their SSL VPN products current; however another obstacle arose when it was discovered that their existing concurrent user licenses could not be transferred to the newer series SSL VPNs (from Pulse Secure, the company that was spun up to develop and market the previously Juniper SSL VPN products).

Solution and Results

Casting farther afield, the IT team discovered Array Networks' AG Series secure access gateways (SSL VPNs), which have been deployed by thousands of enterprises, cloud service providers and others to minimize potential attack vectors, improve operational efficiency and provide a superior end-user experience.

Taking advantage of a limited-time Array offer, the IT team was able to replace both legacy SSL VPN products with new, best-in-class Array AG Series access gateways and concurrent user licenses for just the cost of a three-year gold support contract. "They made us an offer we couldn't refuse," noted the director of IT.

"Overall, we found the Array products to be much more capable than our previous solutions, with features like multiple virtual portals that are still on the roadmap for the other product."

**Business Consulting Firm
Director of Information Technology**

The firm's IT group handled installation and deployment of the new AG Series appliances, with some assistance from Array technical support and the regional systems engineer. "Installation was a bit of a challenge, as we were so used to working with the Juniper products," said the director of IT. "But the support has been excellent," he added, and both systems are now in full operation.

During the installation process, the IT team discovered many capabilities in their new Array SSL VPN solutions that were not available in their previous products. "Overall, we found the Array products to be much more capable than our previous solutions, with features like multiple virtual portals that are still on the roadmap for the other product," the director said.

Benefits

By upgrading to the latest SSL VPN technology, the consulting firm has gained access to new capabilities and features that their previous solution could not offer. In addition, "It allowed us to bring our technology current, with the confidence that support will be available for the foreseeable future," said the director of IT.

Summary

Array Networks' AG Series secure access gateways provide the consulting firm's employees with the

flexibility to access critical applications and data on the corporate network anywhere, anytime, from their personal mobile and desktop devices.

This flexibility assists consultants and others in their vital roles in working with clients to improve business and technology processes, and position for growth.

