



CASE STUDY

Major U.S. Communications Firm Centralizes and Simplifies Branch Office Security, Reduces Costs

SandyAlexander

OPAQ helped the client to intelligently secure their distributed infrastructure, achieve more agile security following a series of acquisitions, and improve end user experience.

Background

Sandy Alexander, a major U.S. private graphics communications company that serves worldwide Fortune 500 and middle market clients, sought a more cost-effective and efficient solution for branch office security management. The company needed to secure multiple branch office locations throughout the United States, while also requiring greater visibility and control over their distributed network. Sandy Alexander was looking for a security solution that was cost-effective, less complex, more agile and secure. The communications company is currently on an acquisition spree, and just completed one, which expands their branch office footprint and increases the scope of their infrastructure protected by the OPAQ Cloud. Sandy Alexander and their IT security team led by Justin Fredericks, Director of Information Technology, recently won the [2017 ISE® Information Security Project of the Year Northeast Award](#) for their innovative project adopting the OPAQ Cloud as their security solution to centralize branch office security management.

Challenges

- Connect and secure branch offices and vendors in a way that was more cost-effective, less complex, more secure, and provided greater agility.
- Adapt to additional company acquisitions in a manner that flexibly and securely adds new, unique infrastructures to Sandy Alexander's environment.

Solution

On-Demand Security Deployment

- OPAQ instantly connected Sandy Alexander's environment to its secure, agile cloud-based platform. The customer migrated their entire infrastructure to the OPAQ Cloud.
- OPAQ was layered into all of the client's infrastructure at branch office and vendor sites via redundant VPN connections in one day.

Distributed Branch Enablement and Optimization

- The various branch office and vendor sites were migrated to OPAQ. A VPN from each branch office and vendor site redirected all traffic to flow through the OPAQ Cloud's fully encrypted-SD-WAN at Pods distributed in the United States.
- The VPN tunnel leveraged Sandy Alexander's existing on-site router using IPSec encapsulation with a default route pointing all traffic across the tunnel to OPAQ. A /32 specific route defined the next-hop route to OPAQ's gateway. This prevented any attempts to bypass OPAQ and access the customer site directly.

Impact

Security Product Displacement

- Achieved the following in one day -- no hardware, software, or logistics had to be acquired, implemented or managed to facilitate the solution. Sandy Alexander instantly connected to the OPAQ Cloud and achieve visibility and control over their distributed environment – all through a single interface.
 - Improved security coverage and service
 - Reduced complexity and redundancy in vendors, products, and policies

Threat Management

- Sandy Alexander achieved visibility and control over their network resulting in better protection and reduced risk. No gaps, only complete coverage.
- The company can quickly, instantly adapt to new business requirements or security threats by adding new infrastructure obtained in acquisitions to the OPAQ Cloud as needed.
- OPAQ protects all users, third-party vendors, branch offices, and cloud instances operated by Sandy Alexander.