



## How a Leading Automotive Company Embraces “Cloud-First” with the Right Security

An on-premises web proxy appliance solution renewal was on the horizon for a large automotive company. However, a lack of cloud visibility and control combined with a new cloud-first strategy for the future changed the focus to a cloud edge security platform for web and cloud visibility and control.

### THE CHALLENGE

Adopting a cloud-first strategy means leaving outdated and inefficient technology behind, especially when it comes to security.

As part of an aggressive push toward cloud, a large and well-known automotive company realized that its on-premises web proxy just wouldn't meet its requirements for the future. As the web proxy product neared renewal, the company's IT & Security teams wanted not only to evaluate just “other” products but instead find true solutions that would bring full visibility into their environment and strengthen their move toward cloud adoption.

As the team assessed its combined project requirements, they knew they needed to:

- Deliver IT services faster to internal customers than ever before
- Reduce MPLS backhauling expenses and appliance maintenance fees
- Support remote workers with cloud edge security close to the user
- Add visibility into cloud applications to strengthen overall security
- Consolidate cloud and web security into one platform, console, and policy engine

Enter Netskope.

### THE SOLUTION AND IMPLEMENTATION

The newly published secure access service edge (SASE) strategy from Gartner helped this company see the vision of combining projects to reduce complexity and consolidate with an architecture that supported their future cloud and automation project goals. Netskope provided rich technical sessions on the details of transforming to SASE for apps, data, networking, security, and risk in regards to their use cases with granular policy controls, data context, and real-time coaching.

### PROFILE

#### INDUSTRY

Automotive

#### REGION

Global

### CHALLENGES

- Lack of cloud app visibility
- Inability to deliver IT services rapidly to embrace a cloud future
- Excessive appliance maintenance fees and MPLS costs

### BENEFITS

- Safely enable web and cloud in one security edge solution
- Granular policy controls for users and groups across use cases
- Real-time coaching to users to reduce risk
- Increased visibility into encrypted traffic with SSL Inspection

### SOLUTIONS

- Netskope Next Gen Secure Web Gateway (NG SWG)
- Netskope Advanced Threat Protection
- Cloud Risk Insights
- Netskope Professional Services
- Manager and Premium Support

# WE CAN PROVE IT

The automotive company evaluated several solutions but selected Netskope in favor of a single, centralized cloud security platform and a future-forward vision for security. Customer-centricity was a need-to-have for the customer, as well as technical flexibility.

In collaboration with the customer, Netskope's technical experts identified and implemented a tailored solution that would best fit their needs, including a cloud-based web proxy solution with advanced threat protection, bare-metal sandboxing, shadow IT discovery, and premium support.

The automotive company not only combined projects and set aggressive goals to deliver them faster with lower expenses, but they also issued an extensive security audit to solution vendors. Netskope exceeded the stringent compliance security audit with its team of CISOs and their valuable experience. Netskope's company culture, teamwork, technical depth, and patience turned the journey into a win for both sides and a partnership for the future.

## THE RESULTS

**Security:** The company now has complete visibility and control over cloud apps and web traffic, including TLS traffic inspection and advanced threat protection in place, significantly improving their level of security with less complexity in one solution.

**Cost savings:** Remote workers have direct-to-cloud access and MPLS backhauling expenses have been reduced with the future option of adding zero-trust network access (ZTNA) using the same cloud security platform.

**Use Cases:** The company is now enabled to monitor and control data movement, coach users in real-time, recommend safer app alternatives, and provide protection from cloud-enabled threats.

**Global User Experience:** The Netskope NewEdge global network was key to a global user experience with increased remote working with multiple access options for any user, device, and location.

## YOUR SWG IS BLIND TO MORE THAN 50% OF TRAFFIC

You need a next generation SWG with unmatched visibility and control for web and cloud as the core of your SASE architecture.

Netskope can prove it.

[www.netskope.com/proveit](http://www.netskope.com/proveit)



The Netskope security cloud provides unrivaled visibility and real-time data and threat protection when accessing cloud services, websites, and private apps from anywhere, on any device. Only Netskope understands the cloud and takes a data-centric approach that empowers security teams with the right balance of protection and speed they need to secure their digital transformation journey. Reimagine your perimeter with Netskope.