

A header image showing a close-up of a building's roof with a purple and grey geometric pattern. The text "Case Study" is overlaid in white on a purple background.

Case Study

American Multinational Conglomerate Leverages Comprehensive Technology Update for Enhanced Security and Compliance

The client

The client is a large American multinational conglomerate that provides a variety of commercial and consumer products, as well as engineering services. A Fortune 100 company headquartered on the East Coast, it has multiple business units and a workforce of approximately 130,000 worldwide, including 58,000 in the U.S.

The challenge: Mitigate multibillion-dollar risk while simultaneously addressing new compliance requirements as part of a comprehensive technology refresh

Having shared an existing 17-year relationship, the client trusted our transformation and security experts to help them address new compliance requirements. An audit had revealed a number of areas where improvements had to be made regarding the management of what is known as “Controlled Unclassified Information.” Failing to do so would jeopardize a significant amount of revenue associated with government contracts.

The client knew that it needed to create clear segmentation between its many divisions to better secure sensitive data and improve compliance. In addition, IT leadership wanted a precise alignment with its Cisco technology refreshes to ensure that the transformation work was done efficiently and cost effectively.

Industry:

Technology and manufacturing

Insight provided:

- Detailed evaluation of business challenges and desired outcomes
- Workstream development and prioritization in an executable environment
- Compliant design and solution architecture segmenting sensitive data and users
- Cisco ISE and TrustSec solution; one of the largest deployments of its kind globally
- Optimized end-user experience

Insight services:

- Business objectives review
- Solution architecture
- Implementation
- Technology adoption

The solution: Software-defined dynamic network segmentation for better management of more than 1,000,000 endpoints

To begin the engagement, our Insight Professional Services team performed an in-depth review of business objectives, network architecture, and security and wireless resources. Using the data gathered in that process, our team developed high-level and low-level solution designs with compliant segmentation of users and critical data.

When those designs were approved, we executed Cisco® ISE and TrustSec® implementations that have been described as the largest deployments of their kind. We also developed a proof of concept for ISE deployment of wireless, LAN, and WAN in the client's lab environment.

What's more, our team coordinated complex policy development, configured TrustSec for Cisco Catalyst® switches, and seamlessly deployed wireless solutions based on Cisco Aironet® 3800 series access points. Ultimately, we created a fully redundant global authentication and software-defined segmentation infrastructure, which we deployed first in two regional data centers then rolled out nationally and globally to more than 585 sites. In addition, 5,000 network devices were upgraded along with refreshes to many legacy platforms.

The benefits: Enhanced security and a perfect audit pass rate

Network segmentation and authentication has greatly increased the client's control over access and enterprise-wide data security. That enhancement, along with a single dashboard that has increased monitoring capability and overall visibility and the ability to quickly identify and quarantine rogue hosts, has greatly minimized the client's risk footprint. It has also enabled a 100% pass rate on audits performed since the engagement.

Plus, the enhanced security has not affected employee convenience. In fact, the new technology is delivering an improved end-user experience.

Benefits:

- Dynamic segmentation
- 802.1x authentication
- Data center application visibility and analytics
- Improved management of more than 1,000,000 identified endpoints, 80,000 active endpoints
- Increased visibility and monitoring from a single dashboard
- Network analytics for quickly identifying and quarantining rogue hosts
- Minimized risk footprint
- Improved end user experience

Solution rolled out to more than

585 sites

on 6 continents

5,000



network devices upgraded

100%

pass rate on audits since engagement



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