Customer Visionary Spotlights

Read how innovative customers are successfully navigating today's changing networking and security landscape through the Netskope One Platform.

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Financial Services

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Ascensus prevents data loss in the cloud

ASCENSUS

Background +

Ascensus helps more than 15 million people save for what matters—retirement, education, and healthcare. Ascensus is a leading recordkeeping services provider, third-party administrator, and government savings facilitator in the United States.

Solutions deployed within 1 hour +

Challenges

- Understanding security risk across diverse cloud infrastructure
- Prioritizing security efforts based on risk to the business

Results

- Converged console minimizes ongoing staff time required
- Each solution deployed within one hour
- Visibility to usage for cloud solutions

- Preventing outbound transfer of sensitive data
- Filtering of web traffic, enhancing data loss protection
- Outbound data triggers alert and warning to end user

Netskope One Components

- Security Service Edge (SSE) including:
  - Cloud Access Security Broker (CASB)
  - Next Gen Secure Web Gateway (SWG)

Industry: Financial Services   **Location:** United States   **Employees:** 5000+

netskope

"If you don't even know all the cloud solutions you need to protect, much less how they're being used, then how can you know you're applying best-in-class controls to everything that's important? That's the Netskope value proposition."

Clayton Krueger

Principal Security Architect, Ascensus

Read the story

ASCENSUS®

JLL combats insider risk and enhances security

Background +

Headquartered in Chicago, Illinois, Jones Lang LaSalle (JLL), is a real estate company that helps clients buy, build, occupy, and invest in a variety of assets such as industrial, commercial, retail, residential, and hotel real estate.

Visibility & control to enforce technology standards +

Challenges

- Push to evolve to a security-first culture
- Limited visibility with end user transactions
- Lack of targeted controls that identify unapproved data movement

Results

- Improved insights on data movement to applications
- Detection of anomalous user behavior and coaching teams
- Enhanced security by using targeted blocks to limit data exfiltration

Netskope One Components

- Security Service Edge (SSE) including:
  - Cloud Access Security Broker (CASB)
  - Next Gen Secure Web Gateway (SWG)
  - Zero Trust Network Access (ZTNA)
- Data Loss Prevention (DLP)

Industry: Financial Services **Location: Global** **Employees: 100,000+**

"The choice to go with Netskope was easy. Not only is Netskope an industry leader, but we have confidence from prior deployments that Netskope would achieve the results that we need."

Doug Shepherd

Senior Director, Global Insider Risk Program, JLL

Read the story

JLL

RSM delivers a secure and consistent user experience after saying goodbye to its VPN forever

RSM

Background +

In a little over 100 years, RSM Australia has grown from a husband-and-wife partnership to a leading assurance and advisory firm of over 1,800 employees providing a broad range of professional services. The company operates 32 offices spanning capital cities and regional locations and is a five-time winner of the prestigious Client Choice Award for Best Accounting and Consulting Services Firm (>$200m).

of IT help desk tickets +

Challenges

- Cumbersome and inefficient legacy VPN and web gateway
- Security gaps in remote working systems
- Inconsistent user experience for remote workers

Results

- Consistent and intuitive remote working experience
- Zero trust security for remote workers
- Improved productivity for remote workforce
- Secure remote access to corporate resources
- Secure applications and data

Netskope One Components

- Security Service Edge (SSE) including:
  - Next Gen Secure Web Gateway (SWG)
  - Zero Trust Network Access (ZTNA)

Industry: Financial Services   **Location:** Australia   **Employees:** 1000+

"Delivering a secure and consistent user experience was the one benefit that really stood out to the executives. With Netskope, IT is in complete control and users are free to focus on their work."

Vanessa Wong

**CISO,
RSM Australia**

Read the story

RSM

Zip enables secure, high performance remote working for its workforce

Background +

Established in 2013 and headquartered in Sydney, Australia, Zip is one of the fastest growing "buy now, pay later" fintech firms in the world. The company, which currently operates on a global scale, with core markets in Australia, New Zealand and the US has approximately 90.7k retail partners and over 11.4m customers and 1,000 employees.

↑ **in detecting threats** +

Challenges

- Enabling secure remote working at the onset of the COVID-19 pandemic

- Overcoming limitations of traditional VPN-based approaches

- Enabling workers unfettered access to AWS services

Results

- Secure and rapid onboarding of new team members worldwide

- Immediate least-privilege remote access

- Integration with analytics apps for enhanced security

Netskope One Components

- Security Service Edge (SSE) including:
  - Zero Trust Network Access (ZTNA)

Industry: Financial Services   **Location: Australia**   **Employees: 1000+**

"Most people don't even know the NPA is there, they just turn on their workstations and they have access to what they need— no more, no less. This is helped by an incredible partnership with Netskope. Its team goes the extra mile to help us try out new things and get the most out of its systems."

Charbel Boutros

Senior Security Engineer,
Zip

Read the story

Healthcare

netskope

ACH Group delivers a seamless and secure journey to the cloud

ACH GROUP

Background +

ACH Group is a not-for-profit founded in 1952 to help older people live well. The company provides integrated care and accommodation options for senior citizens across Australia's Adelaide and Fleurieu Peninsula regions including residential care homes, retirement accommodations, physiotherapy facilities, and help-at-home services. The company's footprint spans 15 locations, which is served by a workforce containing a large proportion of part-time workers.

Visibility and control +

Challenges

- Replacing an aging web security system with a modern alternative
- Future-proofing web security and boosting resilience in virtual collaboration spaces

Results

- Migration to Microsoft 365 SharePoint with confidence
- Enhanced posture for NIST Cybersecurity Framework requirements
- Improved performance of users' devices while boosting security

- Enabled easy-to-use, automated DLP as an additional benefit
- Protection against a full range of web-based threats
- Visibility and control of cloud applications
- Data loss prevention and protection of endpoints

Netskope One Components

- Security Service Edge (SSE) including:
  – Cloud Access Security Broker (CASB)
  – Next Gen Secure Web Gateway (SWG)
- Data Loss Prevention (DLP)

Industry: Healthcare   **Location: Australia**   **Employees: 1000+**

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"Netskope accelerated our migration to SharePoint by helping us manage the security of Microsoft 365 in a granular way. With Netskope in place, we can rest easy that the web plane is secure."

Jason Loveday

Information Security Manager, ACH Group

Read the story

ACH GROUP

Apria ensures data protection and compliance

APRIA HEALTHCARE®

Background +

Headquartered in Lake Forest, California, Apria Healthcare is one of the nation's leading providers of home respiratory services and certain medical equipment, including oxygen therapy, inhalation therapies, sleep apnea treatment, enteral nutrition and negative pressure wound therapy. Apria operates over 300 locations throughout the United States and serves more than 1.8 million patients each year.

↓ **in costs** +

Challenges

- Inability to leverage the power of the cloud due to security and compliance concerns
- Visibility and data security
- Comprehensive web classification and content filtering

Results

- Full control of SaaS and web, from one cloud-native platform
- Accelerated adoption of cloud services while enforcing security and compliance policies
- Govern web usage with comprehensive web classification and content filtering

- Protect employee and patients personally identifiable information
- Improved ease and speed of sharing information—across multiple branches and business partners—to deliver better patient care

Netskope One Components

- Security Service Edge (SSE) including:
  – Cloud Access Security Broker (CASB)
  – Next Gen Secure Web Gateway (SWG)
- Data Loss Prevention (DLP)

Industry: Healthcare   **Location: United States**   **Employees: 10,000+**

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"With Netskope Apria has implemented cloud and web data loss prevention policy enforcement without placing a burden on personnel, while also providing employees and patients the assurance that their personal information is in safe hands."

Jerry Sto.Tomas

Chief Information Security Officer, Apria Healthcare

Read the story

Apria Healthcare®

Elevance Health reduces their attack surface and their costs

Elevance Health

Background +

Elevance Health, with nearly 100,000 associates serving 100M+ people, supports health at every life stage. They offer health plans and clinical, behavioral, pharmacy, and complex-care solutions that promote whole health.

85 million attacks blocked in the first month

100,000+ users enabled
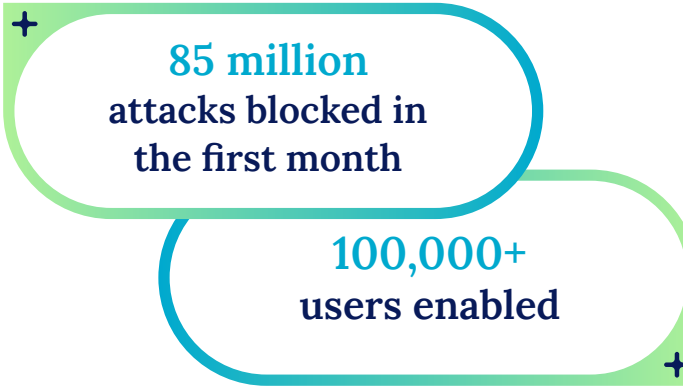
SASE Transformation Award Winner 2023

SASE Architecture of the year

Challenges

- Mandate to reduce the cost of healthcare and to enable zero trust
- Looking to consolidate
- Better enabling associates and members

Results

- Reduced attack surface by only exposing the assets they need to based on use cases
- Consistency of delivery
- Enhanced reputation
- Associates and members interact with environment in a way that's more cost effective, secure, and efficient

Netskope One Components

- Security Service Edge (SSE) including:
  – Cloud Access Security Broker (CASB)
  – Next Gen Secure Web Gateway (SWG)
- Data Loss Prevention (DLP)

Industry: Healthcare   **Location: United States**   **Employees: 100,000+**

> "Over the course of the past roughly 3.5 years that we have had a relationship with Netskope, the reputation that we have built, the consistency of delivery, and the value proposition that we have seen from our investment has helped to be an organic justification for those expenses."

Scott Allen

Director of Cloud Security, Elevance Health

Royal Flying Doctor Service secures users and data in the remote areas of the Outback

Background +

Medical services that city dwellers take for granted can be difficult to deliver outside metro areas. The Royal Flying Doctor Service (RFDS) was formed nearly a century ago to provide health care to communities in the Australian bush. Using aviation, modern medicine, and communications technologies, the dedicated professionals of the RFDS serve as a lifeline for those who live, work, and travel in remote Queensland.

↑ understanding of where data is +

Challenges

- Securing users and data deep in the Australian bush
- Protecting traffic to and from myriad cloud-based apps

Results

- Filtering of all web traffic, detecting and mitigating threats, protecting staff and patient information
- Enhanced visibility into traffic and security events that leads to better decisions around security and risk
- Transparent to end users; their work is not interrupted by security incidents
- Improved agility in continuing their digital transformation journey

Netskope One Components

- Security Service Edge (SSE)
  - Next Gen Secure Web Gateway (SWG)

Industry: Healthcare   **Location: Australia**   **Employees: 1000+**

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"We consider Netskope to be a trusted partner and part of the IT organization. Netskope understands the challenges we have out in the field, and helps us provide a solution that protects patient care and the security of the organization as a whole."

Adam Carey

**Cyber Security Manager,
Royal Flying Doctor Service (Queensland Section)**

Read the story

Royal Flying Doctor Service

Manufacturing

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Bel Group converges security tools to protect an increasingly cloud-first business

Background +

Founded in 1924, Bel Group is a world leader in the production of branded cheese and healthy snacking products. Its portfolio includes brands that are familiar worldwide, including The Laughing Cow, Kiri, Babybel, Boursin, Nurishh, Pom'Potes, and GoGo squeeZ. The group employs approximately 12,000 people in more than 100 factories, offices, and warehouses worldwide, and is present in all major global markets.

800 new users onboarded seamlessly after M&A

Challenges

- Protecting the business as it pivots to the cloud
- Lack of integration between security systems
- Securing hybrid working and users from acquired companies

Results

- Rapid deployment and simple management pane
- Enhanced network performance and network access control
- Foundation for secure hybrid working/employee onboarding
- Protection against web-borne threats
- Secure cloud app access

Netskope One Components

- Security Service Edge (SSE) including:
  - Cloud Access Security Broker (CASB)
  - Next Gen Secure Web Gateway (SWG)
  - Zero Trust Network Access (ZTNA)

Industry: Manufacturing   **Location: France**   **Employees: 10,000+**

"Given our expansion plans and pivot to the cloud, we identified a need to upgrade to a single solution for advanced proxy, CASB, and zero trust network access. As we set about researching potential partners to deliver on this vision, one name came up time and again: Netskope."

Julien Rossignol

Network Manager,
Bel Group

Read the story

bel

Dexcom realizes seamless user experience after transitioning from legacy VPN

Dexcom®

Background +

Dexcom is a pioneer in continuous glucose monitoring (CGM). Since 1999, they have developed innovative technology that has transformed how people manage diabetes. They have more than 8,000 employees across the globe, with manufacturing facilities in Mesa, Arizona and Batu Kawan, Malaysia.

↓ friction by not having to login to a VPN every day +

Challenges

- Legacy VPN that could no longer support the shift to work-from-anywhere
- Understanding what apps users need to access on a daily basis

Results

- Smaller attack surface
- Seamless user experience
- Less friction - no need to login to a VPN every day before beginning work
- Reduce M&A complexity

Netskope One Components

- Security Service Edge (SSE) including:
  – Zero Trust Network Access (ZTNA)
  – Cloud Firewall
- Proactive Digital Experience Management Professional (P-DEM)

Industry: Manufacturing | **Location: United States** | **Employees: 5,000+**

"One of the parts I really like about Netskope, is how easy it is to set up the whole platform, and it just works. It sounds sometimes too good to be true, but that's really the case."

Jeff Wehrman

Sr. Staff Cybersecurity Engineer, Dexcom

Read the story

Dexcom®

Morgan Sindall secures their borderless organization

MORGAN SINDALL GROUP

Background +

Morgan Sindall Group plc is a leading UK construction and regeneration group with revenue of £4 billion, employing around 6,600 employees, and operating in the public, regulated, and private sectors. It operates through five divisions of Construction and Infrastructure, Fit Out, Property Services, Partnership Housing, and Urban Regeneration.

Safe data sharing for third party collaboration +

Challenges

- Avoiding network hairpinning, bandwidth issues, and delays
- Supporting the move to cloud applications
- Improving visibility and security control

Results

- Safe data sharing for third-party collaboration
- Detailed visibility of risk exposure, informing policy and decisions
- Security and data protection for both sanctioned and unsanctioned apps

Netskope One Components

- Security Service Edge (SSE) including:
  - Cloud Access Security Broker (CASB)
  - Next Gen Secure Web Gateway (SWG)
- Advanced Analytics

Industry: Manufacturing   **Location: United Kingdom**   **Employees: 5,000+**

"Netskope enables us to meet our employees' expectations of an optimal user experience (better than the one they get on their own home IT) in the safest possible manner."

Neil Binnie
Group Head of Information Security and Compliance, Morgan Sindall

Read the story

MORGAN
SINDALL
GROUP

Retail

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American Signature Furniture streamlines security and enhances remote workforce productivity

American Signature Furniture®

Background +

Founded in 1948, American Signature, Inc. (ASI) is a family-owned and -operated furniture retailer based in Columbus, Ohio. It is the parent company of Designer Looks with more than 120 stores across the U.S. ASI's Designer Looks offerings, including ComforTECH products, provide on-trend, high-end styles made with incredible quality details like hand-stenciled finishes, solid wood surfaces or 100 percent feathers, without the high-end price.

300% faster connection speeds with ZTNA Next over legacy VPN +

Challenges

- Protecting applications and data as employees move to remote work
- Improving performance of secure applications
- Securing connections for third-party partners

Results

- Enhanced security relative to legacy environment
- Latency of 20 Mbps, vs. 50 – 60 Mbps with VPN connections
- Increased productivity for internal staff and business partners

- Improved customer satisfaction and brand goodwill
- Low latency minimizes security's impact on application performance
- Limit users' access to only specific resources they need

Netskope One Components

- Security Service Edge (SSE) including:
  - Zero Trust Network Access (ZTNA)

Industry: Retail   **Location: United States**   **Employees: 1,000+**

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"We're a regional, privately owned furniture company that has seen tremendous growth. The past few years have been tricky, as we have navigated the transition to the cloud and to remote work. Having Netskope as a partner has made that process much smoother."

Sheldon Hoke

Security Analyst,
American Signature Furniture

Read the story

AMERICAN SIGNATURE
FURNITURE®

Aspen Skiing Company secures remote worker access while laying the foundation for ZTNA

ASPEN SNOWMASS

Background +

The Aspen Skiing Company operates across four high-end ski areas in Colorado's stunning Roaring Fork Valley, providing ski infrastructure, ski and snowboarding lessons, and restaurants; and manages events including races, tournaments, concerts, and more. The company also operates a range of accommodations for guests in the valley and beyond catered to a wide range of styles, needs, and budgets.

↑ Visibility and performance +

Challenges

- Ensuring a high-quality network for employees and guests
- Securing remote workers

Results

- Enhanced security and performance for remote workers
- Reduced complexity and time savings
- Improved scalability for business growth

- Protection against web-based threats
- Secure remote working
- Isolation of uncategorized and risky websites with remote browser isolation

Netskope One Components

- Security Service Edge (SSE) including:
  – Cloud Firewall
  – Next Gen Secure Web Gateway (SWG)
  – Zero Trust Network Access (ZTNA)
- Cloud Exchange
- Remote Browser Isolation

Industry: Retail   **Location: United States**   **Employees: 1,000+**

"From delivering unbeatable security and control to enabling us to operate a variety of technologies as a cohesive system, Netskope is an important part of our journey to ZTNA."

Chad Kumbier

Vice President Cybersecurity and IT Infrastructure, Aspen Skiing Company

Read the story

ASPEN SNOWMASS

Technology

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AVX Corporation enhances data visibility and mitigates risk

Background +

AVX Corporation is a leading international manufacturer and supplier of advanced electronic components and interconnect, sensor, control and antenna solutions with 29 manufacturing facilities in 16 countries around the world. AVX is headquartered in Fountain Inn, South Carolina.

+
Visibility with employee usage

Challenges

- Visibility and control over data in Google G Suite

- Discovering Shadow IT cloud services in the environment

- Demonstrating compliance with GDPR

- Inspection and control of cloud traffic even when it originates from a mobile device

Results

- Accelerated adoption of G Suite while enforcing security and compliance policies

- Monitor unsanctioned cloud/ web activity and block this from taking place

- Detect all access to G Suite, regardless of where users are located or what device they are using

- Be alerted to anomalous behavior that could signal out-of-compliance behaviors, malware

- Easily assess third-party cloud risk

Netskope One Components

- Security Service Edge (SSE) including:
  - Cloud Access Security Broker (CASB) with IaaS Storage Scan
  - Next Gen Secure Web Gateway (SWG)

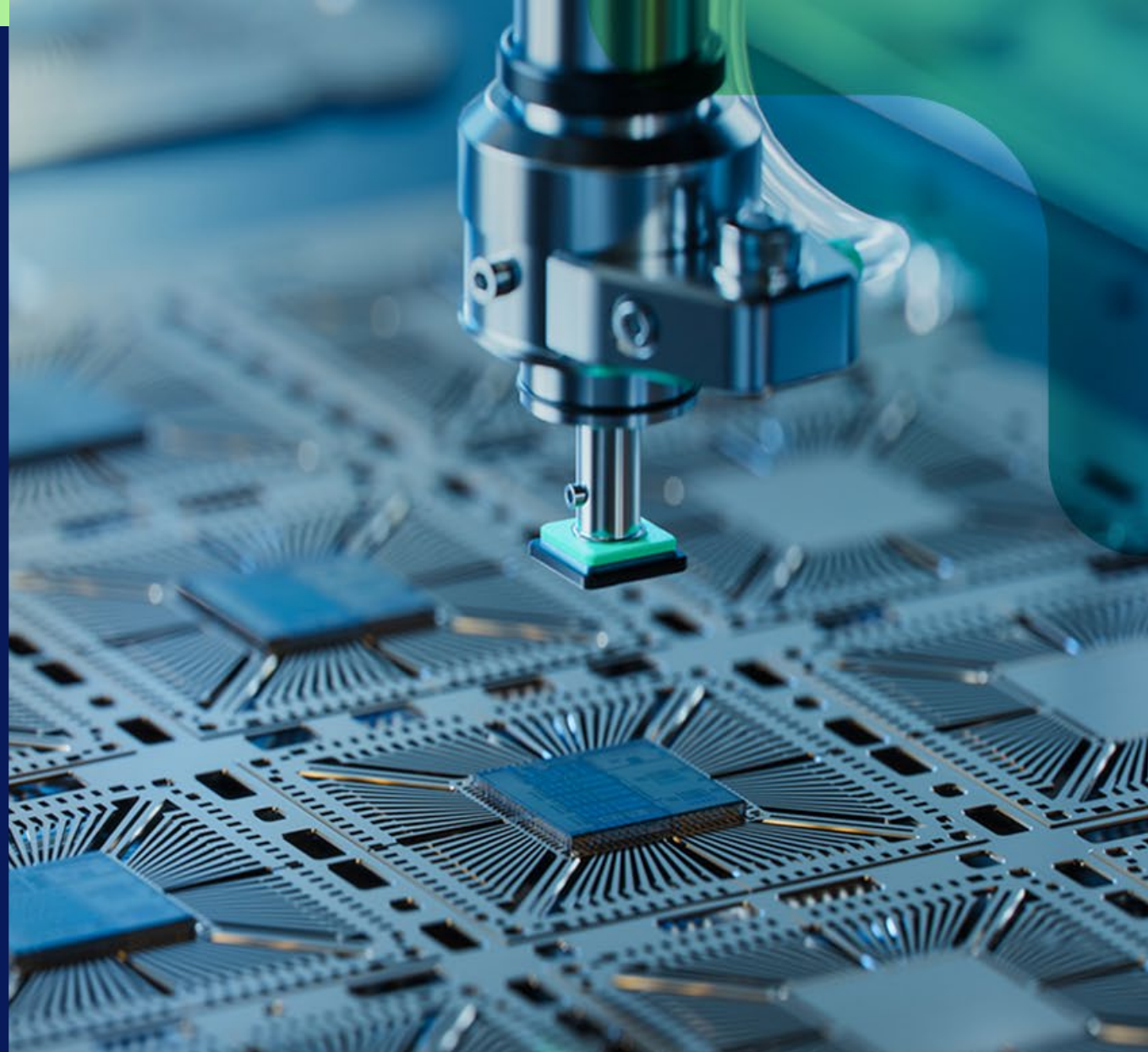**Industry: Technology**   **Location: United States**   **Employees: 10,000+**

> "Netskope lets us use Google G Suite to its full capability. We can see how our data is being used, if it is being shared with third parties and take action to mitigate risk."

Zack Moody

Global Head of Information Security & Privacy, AVX Corporation

Read the story

AVX

Mastek securely serves its customers through simplified operations and architecture

Mastek

Background +

Mastek is an enterprise digital and cloud transformation specialist that engineers excellence for customers across 40 countries, including the UK, Europe, US, Middle East, Asia Pacific and India. They help enterprises navigate the digital landscape and stay competitive by unlocking the power of data, modernizing applications and accelerating digital advantage for their customers.

Challenges

- Securely servicing customers globally
- Lack of security and visibility into users working from home
- Simplifying infrastructure and operations

Results

- Increased visibility
- Ability to control user access
- Performance improvement
- Zero trust access to applications and data
- Data protection

Netskope One Components

- Security Service Edge (SSE) including:
  - Cloud Access Security Broker (CASB)
  - Next Gen Secure Web Gateway (SWG)
  - Zero Trust Network Access (ZTNA)
- Advanced Analytics
- Data Loss Prevention (DLP)

Industry: Technology   **Location: India**   **Employees: 5,000+**

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"Netskope helped us with added business benefits of performance improvement, zero trust network, data protection, and increase in the visibility of the security posture for Mastek."

Dr. Mahesh Juttiyavar

Global Chief Information Officer,
Mastek

Read the story

Mastek™

PeopleStrong kept sensitive customer data secure while supporting remote and hybrid work

peoplestrong

Background +

PeopleStrong provides a comprehensive SaaS platform for HR teams, serving employees from hire to retire. Its customer base includes more than 500 of APAC's top companies, powering a seamless experience across more than 4 million devices. The solution is powerful because of the vast quantities of data it contains. So, as PeopleStrong pursues its mission to power the talent economy with HR tech 4.0, strong cybersecurity is key to success.

concerns of Shadow IT +

Challenges

- Securing customer data, even as many users work remotely

- Efficiently applying security policies across thousands of employees in 10 countries

- Reacting quickly in case of a security event or unacceptable user behavior

Results

- Security management streamlined via centralized policy-setting

- Better visibility enables security team to quickly mitigate any issues

- Shadow IT concerns eliminated

- Flexibility ensures data stays secure as work environment evolves

- Restrict user access to only the resources they need

Netskope One Components

- Security Service Edge (SSE) including:
  - Cloud Access Security Broker (CASB)
  - Next Gen Secure Web Gateway (SWG)

Industry: Technology　　**Location: Asia-Pacific**　　**Employees: 1,000+**

"With Netskope's pioneering solutions, PeopleStrong is able to provide strong security for customers' data while also complying with the strongest norms."

Saurabh Gugnani

Head Information Technology & Security, PeopleStrong

Read the story

peoplestrong

Education

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CSCDGR protects their students and staff while creating a safe and secure environment

Background +

The Conseil scolaire catholique de district des Grandes Rivières (CSCDGR) is a Catholic school board with oversight of 24 elementary schools, 8 high schools, and 3 alternative education centers. Today, the Board serves over 5,500 students across a 25,000 km district in northern Ontario, Canada.

↑ **Risk management by reducing the attack surface** +

Challenges

- Cloud app resource management
- Poor visibility of device usage across schools
- Lack of insights to optimize resources
- Ensuring students are safe when using boardowned devices
- Increasing endpoint security to support remote learning

Results

- Data-driven decision making at board level
- Cost savings from efficiencies identified in application and device usage
- Better risk management by reducing attack surface
- Better visibility and insight, web filtering and cloud app controls
- Secure remote working for staff and students and protecting students from harm online

Netskope One Components

- Security Service Edge (SSE) including:
  - Cloud Access Security Broker (CASB)
  - Next Gen Secure Web Gateway (SWG)
- Advanced Analytics

Industry: Education   **Location: Canada**   **Employees: 1,000+**   **Students: 5,500+**

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"Netskope Advanced Analytics provides us with the intelligence we need to make evidence-based decisions."

Richard Fecteau

Director of IT,
CSCDGR

Read the story

CSCDGR

CONSEIL SCOLAIRE
CATHOLIQUE
DE DISTRICT DES
GRANDES
RIVIÈRES

The Hotchkiss School consolidates security tools, enhancing security, visibility, and control

HOTCHKISS

Background +

There are schools, and then there's the Hotchkiss School. More like a university than your traditional K12 outfit, the boarding school boasts an 827-acre campus housing everything from a sailing lake and golf course to an art gallery and farm. One of the top private schools in New England, Hotchkiss prides itself on academic excellence and accessibility. Its students receive the best education available, and many go on to attend neighboring Yale or other top universities.

↓ Security complexity through consolidation +

Challenges

- Protecting highly sensitive data
- Increasing visibility of users
- Intelligently controlling access to websites and apps

Results

- Enhanced visibility and control
- Improved security in the cloud
- Seamless integration with technology stack
- Consolidation of SaaS security tools means less security complexity

Netskope One Components

- Security Service Edge (SSE) including:
  – Cloud Access Security Broker (CASB) – Inline and API

Industry: Education   **Location: United States**   **Employees: <1,000**   **Students: 500+**

> "There's a lot of companies with great point solutions. But Netskope provides a complete end-to-end capability with a single agent, and every element of the solution is as good as the next. Netskope is that rarest of things: a jack of all trades and a master too."

Kevin Warenda

Director of IT,
The Hotchkiss School

Read the story

HOTCHKISS