



INDUSTRY

Pharmaceutical and Biotech

CHALLENGES

- Existing devices were approaching end-of-life support.
- The company's network and security needs have outgrown their existing branch architecture.
- New business requirements demand a much more agile and flexible branch platform.
- Need for software-defined solutions that provide a digitally connected and secured edge.
- Enable internal customers to reap the benefits of a business-driven digital transformation to cloud-first products and strategies.

RESULTS

- TCO savings by consolidating SD-WAN routing and security capabilities into a single platform.
- Cloud-first architecture.
- SASE-ready architecture.
- Agile and flexible enough to enable all of the company's stated network and business evolution goals.

Global Pharmaceutical Company Secure SD-WAN Case Study

Integrated Security; Superior Path Selection; Simplicity; Better TCO

Company Profile

A Global-200 company that manufactures pharmaceutical and biotechnology products for world-wide distribution based in India. The company employs tens of thousands of people and operates in more than 20 countries.

The company has over 200 sites comprising office locations, sales offices, warehouses and manufacturing plants. Existing sites use Cisco routers with security added on by Fortinet products. The current network uses a variety of service providers including Sify, Tata Communications and Airtel.

The company's network refresh was motivated primarily by several challenges:

- Existing devices were approaching end-of-life support.
- The company's network and security needs have outgrown their existing branch architecture.
- New business requirements demand a much more agile and flexible branch platform.

Additionally, the company looks forward to taking advantage of industry trends and architectural evolutions such as:

- Software-defined solutions that provide a digitally connected and secured edge.
- Enabling internal customers to reap the benefits of a business-driven digital transformation to cloud-first products and strategies to:
 - » Enable seamless and secure connectivity to cloud partners.
 - » Provide cloud-hosted, software-defined orchestration tools for onboarding.
 - » Improved tools for configuration, management, and monitoring branches.
 - » Provide secure, direct, and optimal connectivity to North American locations.
 - » Align with the company's internally approved architectural principles.
 - » Unify branch routing and security into an integrated intelligent-and-secure fabric.

The company evaluated several proposed solutions from Cisco, Viptela and Fortinet.



Solution Highlights: Versa Secure SD-WAN

Several key technical decision points contributed to the company choosing a Versa SD-WAN solution, including:

- A single, flexible platform that fully integrates WAN, routing and security capabilities.
- NSS Labs product certifications.
- A SASE-ready architecture.
- Integration with Riverbed products.
- Support for varying network architectures including partial and full mesh.
- Support for dynamic site-to-site encrypted connectivity.
- Support for advanced L7 application-based awareness for traffic routing and steering.
- Support for a vast array of dynamic and custom path-selection policies and features.
- Support for IP filtering and actions using external 3rd-party and customer-managed dynamic lists, geolocation, reputation scoring, and user-defined allow- and deny-lists.
- Support for identity-aware URL filtering and actions using category, reputation scoring, captive portal, externally managed dynamic lists, and allow- and deny-lists.

In addition, several key business decision points were equally important to the company's choice, including:

- The simplicity of the solution.
- Fully integrated security in a single platform.
- Gartner's ranking of Versa in its "Leader's Quadrant".

Results

The Versa solution clearly demonstrates technical superiority to the company, and immediately resulted in TCO savings by consolidating SD-WAN and security into a single platform. The solution enables a cloud-first architecture, provides SASE and is agile and flexible enough to enable all of the company's stated network and business evolution goals.