INDUSTRY

Oil & Gas Integrated

CHALLENGES

- Give WFH users the assured experience to a voice application that was hosted in their enterprise.

- A private connection to the enterprise network for WFH users.

- Secure access to contractors to connect to two different enterprise networks from their client device.

- Multi-factor authentication on the client device via Google or Microsoft authentication.

- Need for an "always-on" high availability approach with quick failover options.

- Complex network infrastructure in place.

RESULTS

- Cost reduction through licensing and product consolidation.

- Control and visibility over their branch sites with robust multi-tenancy and analytics.

- Enhanced security with embedded next generation firewall and encrypted private access.

- Simplification of their networking architecture for ease of IT admin.

- Strategic position to take on more transformation projects and initiatives.

Case Study: Top Energy Firm Deploys Versa SASE

Comprehensive "Work-From-Anywhere" with Versa SASE

Company Profile

A large, publicly traded energy company operating in all areas of the oil and gas industry, including exploration and production, refining, distribution and marketing, power generation and trading. The company has a global presence in almost 100 countries worldwide and employs close to 80,000 employees with almost 500 corporate and field sites. The company has a market capital of over $50 billion and made over $200 billion in the past year.

Challenges Facing Top Energy Firm

With the growing challenges of adapting to a mobile and disparate workforce, this energy firm needed to give their WFH users the flexibility and performance needed to perform their duties. One challenge was giving WFH users the assured experience to a high-bandwidth voice application that was hosted in their enterprise. In addition, WFH users also needed a private connection to the enterprise network to be able to access and perform day-to-day functions on their custom network applications. Outside of their WFH users, the company needed to give secure access to contractors who needed to connect to two different enterprise networks from their client device, a requirement that their incumbent solution, Zscaler, was unable to deliver.

In addition to meeting the demands of a remote workforce, this energy firm had high standards for their security solution: requirement such as multi-factor authentication on the client device via Google or Microsoft authentication, a "always-on" high availability approach with quick failover options, and support for the provisioning phase prior to login. Lastly, this energy firm already had a complex network infrastructure in place: with legacy Data Center hub routers and deployment plans for new hardware appliances that handle both switching and WiFi and a WAN optimization solution.

Beating Out the Competition

Facing challenges from incumbent Zscaler, Versa was able to quickly meet the energy company's various use cases and requirements. For WFH users leveraging their voice application, Versa was able to show high performance, availability, and secure access whereas Zscaler and another incumbent VPN competitor was unable to do so. Even though the energy firm had already purchased over 50,000 seats of Zscaler and leveraging

Zscaler for cloud security capabilities at their branch sites, they could not get Zscaler to work for WFH users accessing their hosted voice application nor could Zscaler protect access for the energy firm's contractors. Zscaler simply cannot secure access to two different enterprise networks from a single client device. Therefore, this top energy firm had to look elsewhere for a solution to protect their contractors.

In addition to incumbent competitors failing to meet their requirements, the energy firm wanted to ensure that any solution they bring in needed to work with their existing and future infrastructure. While they originally intended to bring in market competitor Palo Alto for their SASE implementation, they realized that Versa was able to easily integrate with their switching, Wi-Fi, and WAN optimization vendors to give them both the SD-WAN and "work-from-anywhere" services that they were looking for. Additionally, Versa's next generation firewall (NGFW) proved to be superior to Palo Alto's NGFW, and the energy firm was able to consolidate costs by completely ripping and replacing Palo Alto NGFW at almost 400 branch sites with Versa NGFW, which was already included with the Versa SASE offering.

A Versa SASE Win

Originally, Versa was only intended to offer Secure SD-WAN services but have now won more use cases in the energy firm's SASE strategy. To date: Versa protects the firm's expansive networks including their next generation field network that includes almost 40 offshore sites, their core network, their multi-cloud network with Azure and AWS, as well as their 200+ work from home users. The energy firm has currently purchased almost 1000 licenses to offer Versa Secure SD-WAN, routing, next generation firewall, and private access to their remote workforce. Versa is protecting almost 400 sites and at 100% deployment, Versa will be supporting around 900 nodes.

Benefits of Implementing Versa

Versa was already the best-in-class for Secure SD-WAN but with added value of Versa's security components such as Versa Secure Access and Versa's next generation firewall capabilities, the energy firm was able to signification reduce complexity and costs of cobbling together multiple security products. With Versa SASE, the customer was able to achieve:

- Cost reduction through licensing and product consolidation
- Control and visibility over their branch sites through robust multi-tenancy and analytics
- Enhanced security with embedded next generation firewall and encrypted private access
- Simplification of their networking architecture for ease of IT administration
- Strategic position to take on more transformation projects and initiatives

Throughout the entire process, Versa was able to quickly deliver on all of the different use cases and requirements, proving to be technically superior to the competition. In addition to Versa's ability to execute technically, Versa's support and service was always available, making the entire POC process painless. The energy firm realized that Versa was not only a superior technical product but the people behind the product were exceptionally talented and responsive. The energy firm values Versa as a long-term strategic partner who offers both superior products and people. The customer plans to expand their use cases in the future by extending the Versa SASE footprint to every corner of their global, distributed network.