CUSTOMER SUCCESS STORY

NetMotion delivers zero trust platform to keep UNITY's distributed workforce securely connected

UNITY is a consulting firm renowned for supporting companies as they implement digital transformation plans. WIth 15 locations worldwide, the company's ICT department is tasked with the smooth operation of global business activities while ensuring that regional project teams – regardless of location – can work together seamlessly.

The Challenges

UNITY's workforce is uniquely distributed, with 90 to 95 percent of all employees working from different locations. Employees depend on having a reliable connection to the company's IT services in order to access critical data. In response, the IT services team at UNITY is in the process of migrating from classic on-premises services to a modern hybrid cloud architecture. Their legacy VPN (Virtual Private Network) solution was too rigidly geared towards a conventional network, plus the limited network coverage in several regions and buildings meant that some applications were difficult to use. For these reasons, UNITY decided to evaluate a more modern VPN that could better meet their requirements. After an intensive test phase, NetMotion was the clear choice.

The Solution

Since the introduction of NetMotion on all laptop computers, UNITY has witnessed a number of key improvements. Now, when employees switch between UMTS and WLAN or UMTS to Edge networks from a customer locations, their connections remain stable and secure regardless of where they are and the network they are using. Some mobile teams use data-intensive applications, such as material flow simulation, that generate almost 3TB of data volume each month, needing reliable remote access to run smoothly.

In addition, there are now even more video conferences, which the company had already used frequently before the pandemic. With NetMotion, the security, stability and reliability of the connections have been greatly enhanced, which paid off particularly well in 2020. "Even before the corona pandemic, we had a very powerful mobile infrastructure available. It was therefore very easy to adapt to the new situation and to work with a stable and secure connection from the home office. NetMotion is characterized by a very high degree of product maturity in this market segment - and that is very important for quality-conscious, professional users. For us, NetMotion is currently the best solution on the market. NetMotion also continuously optimizes analysis and monitoring functions, from which we benefit directly,"explains Björn Wolf, Head of ICT at UNITY AG.

The Results

NetMotion provides a stable connection for UNITY's distributed workforce and allows IT to implement security using a modern zero trust concept. The three key advantages of NetMotion's solution for UNITY are split tunneling, bandwidth optimization and client management.

- Security is implemented using a modern zero-trust concept. Using split tunneling, not everything has to run through a central line. Defined applications can be used in the internal network, and UNITY can decide on a granular basis which data should run via the backend, what is cost-intensive, and what can simply go straight to the internet, enabling efficient use of the available data channels (MPLS, internet, etc.)

- NetMotion's excellent bandwidth optimization guarantees a high transmission quality, even in poorly connected environments.

- NetMotion offers a unique tunnel solution to manage clients on mobile devices, including malware monitoring on endpoints.

- Extremely short set-up time in order to start and maintain sessions, web conferences and other applications even in difficult environments. This allows UNITY to provide every employee with a very safe, reliable and productive mobile workplace. Consultants' mobile devices now have the power to work with Board, a BI decision-making software, while at the customer site, even over Edge or UMTS connections.

- Reduce MPLS network costs using split tunneling, as more data traffic can be processed directly over the internet, and the end devices do not access expensive backend lines. UNITY can dynamically choose how to deploy this using policies that take location and other variables into account.

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> **We are using more and more applications from the cloud and will continue to rely on NetMotion in the future.**
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> Björn Wolf, Head of ICT
> **UNITY AG**

Any network   4G 5G | Any device