

CUSTOMER SUCCESS STORY

NetMotion supports Lincoln International with reliable mobile connectivity



As a globally renowned, fully integrated M&A consultancy, Lincoln International offers services on all matters related to corporate finance, mergers, and acquisitions. The company also advises clients on a host of needs, ranging from capital increases and company valuations to strategies for successful joint ventures. Leading this work is a dedicated team of more than 600 investment bankers and advisors working in Lincoln's 22 offices around the world. The company has a long track record of success in sectors such as energy, healthcare, consumer products, industry, and TMT (technology, media and telecommunications), as well as general business services.

The Challenges

The IT strategy at Lincoln requires secure, seamless, 'always-on' connectivity for mobile workers that also conserves resources. Since the company often processes highly sensitive customer data, it is essential to adhere to GDPR and other compliance requirements. IT teams must therefore meet the strictest standards in terms of data protection and security.

Lincoln uses Office 365 and currently operates file servers in Germany. But as the company moves toward its multi-cloud goal, it is increasingly shifting elements of its IT to the cloud. The company's previous VPN provider was a well-known firewall manufacturer that specialized in data access. Over time, however, managing this solution became very complex and time-consuming for users, who had to log in manually, open a VPN tunnel and carry out further steps. In addition to these problems, the IT team had to deal with a separate database of usernames and passwords. The high manual effort, lengthy processes and the susceptibility to errors were the main reasons for the decision to replace this legacy VPN solution.



NetMotion now makes it much easier, safer and more convenient for our mobile employees to use IT - anywhere, anytime.

Sven Gölles, Head of IT, Europe
Lincoln International

The Solution

Lincoln International has been using a remote connectivity solution from NetMotion since 2012. NetMotion's architecture enables IT monitoring and visibility of all mobile devices, all the way to the edge, regardless of the networks being used. A small NetMotion client is installed on every mobile device and is ready for immediate use without any maintenance or manual setup of VPN tunnels. Thanks to NetMotion, the VPN tunnel is always active in the background and can be used on-demand. Better yet, the NetMotion client acts as a distributed client firewall, preventing lateral movement through a network. This ensures excellent visibility and management, even in networks not owned or operated by the company.

The Results

Like most companies, Lincoln International has had to adapt to a radically new working environment. NetMotion has been an integral part of the company's successful transition.

- Provides stable, secure mobile connectivity for all employees, including back office staff
- Delivers simplified, reliable, and secure access to the corporate network without additional tools
- Enables remote access to office hardware resources from anywhere
- Powered by single sign-on (SSO) and session persistence, giving workers an unbreakable connection to critical applications
- Easy visibility and management of the platform, allowing IT to proactively troubleshoot remote issues