

Reducing Cyber Risk with App Access Cloud

How A Global Food Distribution Company Cooked Up Better Security and a Banquet of Cost Savings

If you've eaten at a restaurant, chain hotel, hospital, or school cafeteria, you probably have this company to thank for your meal. A global food service leader, they boast an international network that touches practically every facet of that industry, serving more than 650,000 customer locations in 90 countries.

While their third-party acquisitions come from all over the world, each one comes with its own security footprint and vulnerabilities that could potentially compromise the parent company's network. They needed a security solution that allowed their partners to safely access business apps, one that would increase security while still saving time and budget.



Some of the acquisitions are very small mom-and-pop operations with zero security capabilities. (These are) highly dirty networks that we had to assume to already be compromised. This rapidly became one of our most prevalent use cases."

Company's Former Global CISO

Providing third party access with lower risk

This organization's hundreds of acquired companies and other partners come with countless moving parts. It's why they're focused on simplifying and modernizing by migrating their applications from on-premises to the cloud. While this will ultimately make things easier, it requires updates to their security setup.

The limitations of their legacy infrastructure included their VPN. Many of their third-party service and solution providers require some level of remote access into their relatively flat network. But VPNs are historically troublesome and complicated for users to install, configure and maintain.

In short, this org needed a more modern security solution, one that could work without the limitations of a VPN, reduce complexity, and still allow them to improve their security posture enough to enable greater business freedom.



You had someone having to go through multiple steps, just to get into an environment that quite frankly, they didn't really need to be in for any other reason than that's the way it was that that's the way it was set up a long time ago. I mean, why is it that my business apps are more difficult to access than facebook?"

Company's Former Global CISO

Security, cost, and happiness

The success of their new acquisitions depended on those companies' abilities to rapidly access centralized resources in a secure way without compromising the larger enterprise. But every third-party partners' security is built a little differently...or in some cases, not at all.

They also wanted to provide a better user experience for their employees – especially their sales teams, who access apps that are core to their jobs on the road.

With VPNs, this org's road warriors had to establish (and re-establish) the company's legacy VPN connections, often over painfully slow customer or remote networks. VPNs require multiple steps just to access the network, after which the user often gets kicked off, requiring them to re-establish the connection. Taking all of these extra steps affected the sales team's ability to support customer relations, service customers, etc. – ultimately leading to noticeable decreases in productivity....and increases in frustration.



Axis Was What We Were Looking For

The solutions that we looked at in the landscape were not really doing what we needed: continuous validation of behavior based on what's normal versus abnormal, what's normal versus malicious — plus the ability not only to take action based upon that, but even apply additional access controls on top."

Company's Former Global CISO

Their security team sought a zero-trust solution that was quick and easy to implement and deploy to achieve rapid value realization. They needed it to be seamless, enabling users to access the solutions they rely on as transparently as if they were in the office. And just as important, it had to collect, and act on, user activity.

More expensive solutions like ZPA didn't offer the full scope of services Sysco needed. Axis Security App Access Cloud, on the other hand, could provide a scalable, purpose-built, zero trust security platform that delivered the following:

- **Isolates** applications from Internet threats and reduces risk by eliminating the application attack surface.
- **Constantly monitors** user behavior and enforces granular IT policy via Continuous Adaptive Access technologies.
- **Enables** any organization to deliver secure, tightly-managed private application access to virtually anyone anywhere on any device in minutes, with no network changes, and no client required.
- **Eliminates** network complexity and application risk.

How Axis Worked for This Org

The org's third-party representatives were enabled to authenticate and validate their identity through Axis Security App Access Cloud and integrated two-factor authentication (2FA). If user behavior falls outside of defined thresholds or appears to be malicious in nature, The org can automatically revoke access in real-time, before any business impact is realized.

After trying out the solution with a sampling of their third-party apps, they integrated it across a far wider set, providing visibility into what their partners were doing. Where required, they were even able to apply additional controls on top of that.

Safer Access, Lower Cost

These benefits include:

Enabling third-party access

Using a VPN carries the risk of overexposing that company's network. Thanks to Axis, the company has limited the need for integrated networks or highly open VPN connections. Now their partners can open these apps as easily as if they were in the office.

Protection from user attacks

With Axis, neither users nor attackers have direct access to the application. In turn, any compromised or inherently malicious user endpoints no longer have the ability to target attacks directly towards an asset. Automated through continuously enforced Axis policies, malicious actions are identified and responded to in real time.

Cost reduction

Almost immediately, Axis Security App Access Cloud eliminated sizable chunks of the company's VPN-related expenses – including hardware expenses, refreshes, maintenance, and staff – allowing them to apply that savings to security and network innovation.

Easier design & maintenance of "least privilege" roles

Previously, visibility into how users were truly using a system or applications was not only often highly limited, but it also varied significantly by app. Now, for the first time ever, real application data and analysis is available for all apps in one central, easily searched source. They uses Axis to collect valuable usage data. This enables the company to build, maintain, validate and optimize least privilege access – based on what users are actually using.

Future plans:

- Continue to improve the security posture of vulnerable legacy applications
- Add monitoring of employee applications
- Centralize application access and security management across, and at increasing depth, into their enterprise portfolio.

Between the rapid-value benefits and its big-picture potential, it's safe to say that Axis Security App Access Cloud will feed the company's bottom line for years to come.



It comes down to a rapid value realization, you're able to rapidly spin up the solution, gain visibility into what's occurring within that environment, enable that access, and truly accomplish those goals without a lot of pain."

Company's Former Global CISO

Ready to improve security and save money?

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axissecurity.com