

Striking the balance between security and privacy

SOOSAN INT drives bring-your-own-device (BYOD) adoption across Korea with a per-app VPN that ensures secure work email while protecting the personal data of employees



Customer profile

SOOSANINT

Company	SOOSAN INT
Industry	Security
Country	Korea
Website	www.soosanint.com/en

Business need

SOOSAN INT required an easy-to-manage VPN appliance that ensured secure access to work email on employee-owned devices while also keeping the personal data of staff private.

Solution

The company chose the SonicWall SMA 6200 appliance and SonicWall Mobile Connect to provide customers with a simple per-app virtual private network that keeps work email secure and employee data private.

Benefits

- Drives safe adoption of BYOD in Korea
- Receives excellent feedback from customers and staff
- Provides peace of mind for customer stakeholders
- Helps lower product development time by one month

Solutions at a glance

- [Mobile Security](#)

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Jun-Beom Jo, Director, Business Planning Team, SOOSAN INT

Could you work without access to email? For many of us, the answer would be no. We want email to be available on multiple devices: on desktops, laptops, tablets and mobile phones. But while ease of access may boost productivity, it presents security challenges for companies that want to keep their networks safe.

SOOSAN INT in Korea looked to develop a product called ME.Guard to help businesses protect their systems. The product would be targeted at companies with bring-your-own-device (BYOD) policies that allow employees to access work email on personal devices. With ME.Guard, personnel would be able to reach their inboxes on their devices without employers facing the threat of unauthorized retrieval or transfer of email data.

Searching for a virtual private network (VPN) solution

SOOSAN INT aimed to simplify management as much as possible while safeguarding the data privacy of employees using their personal devices. The company wanted to avoid app wrapping, which would add management complexity to the ME.Guard solution. Jun-Beom Jo, Team Director of the Business Planning Team at SOOSAN INT, says, "We looked for a per-app VPN that supported multiple platforms and simplified administration while helping avoid privacy issues."

The company assessed per-app-VPN solutions from multiple vendors. "We ran proof of concepts for all the possible vendor solutions," says Jo.

"We chose the SonicWall SMA 6200 appliance because of the stability of the technology and the support of the SonicWall team. With per-app VPN functionality in SonicWall SMA, we can inspect data from the ME.Guard client app but not personal data." The company bundled the appliance with SonicWall Mobile Connect, which end users could download to their devices for secure per-app-VPN access through the SonicWall SMA appliance.

Reduces development time by one month

Development time for ME.Guard was reduced because of the support from SonicWall. A combination of the documentation that SonicWall provided and the readiness of SonicWall personnel to deliver technical assistance saved about a month in the development cycle. Comments Jo, "We were able to develop and release ME.Guard to the market faster with the support of SonicWall. Besides helping us reduce expenses, it meant we could start challenging competing solutions that much quicker."

Helps BYOD adoption in Korea

Today, SOOSAN INT is helping customers in Korea drive their BYOD strategies safe in the knowledge that work email is both accessible and highly secure. Furthermore, employees know their personal app data on their devices stays private. Jo says, "BYOD is a significant business trend both in Korea and the rest of the world. We are helping companies exploit the cost efficiencies and productivity gains of BYOD with the support of SonicWall."

Receives great customer feedback

Feedback from clients has been excellent with customers pleased to know the ME.Guard solution is backed by SonicWall. As part of the rollout of ME.Guard, SOOSAN INT installs the SonicWall SMA 6200 appliance at customer sites and personnel deploy SonicWall Mobile Connect through the Apple App Store, Google Play or the Microsoft Store. While the SonicWall SMA 6200 appliance can support up to 2,000 concurrent users, SOOSAN INT can roll out other models within the SMA appliance range, such as the SonicWall SMA 7200, which supports up to 10,000 concurrent users, for large customers. "We find customers have peace of mind that we work with SonicWall," says Jo. "Our partnership with SonicWall is helping us secure new business for our ME.Guard solution."

Products & Services

Services

SonicWall SMA 6200 appliance

SonicWall Mobile Connect

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