SONICWALL®

GREENLIGHT-IS SECURES THE ANYWHERE, ANYTIME WORKFORCE

SonicWall Cloud Edge Secure Access delivers Zero-Trust Least-Privilege security

Greenlight-IS, a California-based managed security services provider (MSSP), helps small and growing companies use technology to solve their most pressing business challenges. The company has been ranked one of the Inc 5000 Fastest Growing Small Businesses.

Business need

"Throwing technology at problems without understanding the business impact does not produce the desired results," says founder Jason Makevich.

For Greenlight-IS's clients, these needs include network security and operational efficiency. Addressing a migration to remote workforce, they must empower employees with BYODs to work from anywhere.

"Giving users a single portal to go to for all of their apps and services, as well as synchronizing their identities, is a huge improvement."

Solution

To offset the security concerns of anywhere access, Greenlight-IS deployed the SonicWall Cloud Edge Secure Access solution. It applies a Zero-Trust Least-Privilege access approach and built-in micro-segmentation to prevent unauthorized lateral movements. This stops cybercriminals from accessing and traversing the network, while giving trusted users access only to what they need. As a result, Cloud Edge Secure Access protects against volumetric DDoS, Slowloris, SYN flood and Wi-Fi hijacking attacks.

The company initially deployed Cloud Edge in a lab environment to deliver Microsoft 365 and remote desktop applications. Makevich plans to next expand deployment to include web applications.

Results

Operationally, delivering an all-in-one cloud-based solution makes the most of lean IT staff, and will allow Greenlight-IS's clients to shift to an OPEX subscription cost model.

Compared to traditional AWS or Azure-hosted VPNs or on-prem VPN hardware, Makevich found that Cloud Edge Secure Access with WireGuard encryption delivered faster performance. He also appreciates the solution's traffic load balancing, and capability to integrate with SEIM and IdP.

"I loved the management portal interface," he states. "It was easy to configure the new UI, as well as scale and onboard new users. It worked seamlessly."

Makevich says the solution's cloud-native secure remote access features, including creating rules, objects and policies, is easier than traditional enterprise-class VPN solutions.

Benefits

- Configures and deploys in minutes
- Instantly adds secure access to any sites and resources on hybrid clouds
- Secures distributed enterprises, remote workforce and public Wi-Fi
- Enforces Zero-Trust policies by networks, applications, user and device profiles
- Prevents unauthorized lateral movements
- Provides unlimited usage and bandwidth
- Integrates with Cloud Identity Providers, modern SSO and MFA
- Offers multi-tenancy for MSSPs

Solutions at a glance
- SonicWall Cloud Edge Secure Access

"It was intuitive to get everything setup. I'm impressed with the capabilities, especially what's still on the roadmap."

JASON MAKEVICH
FOUNDER
GREENLIGHT

Greenlight

CUSTOMER PROFILE

Company	Greenlight-IS
Industry	MSSP
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