

# LEADING SOUTH AFRICAN INSURANCE COMPANY CHOOSES SONICWALL FOR REMOTE ACCESSIBILITY

**Large insurer offers employees secure remote access and ensures business continuity.**

## Business need

Badger International, a company specializing in insurance and related services, employs over 1,200 staff members across South Africa and Australia and insures over 180,000 clients with premiums of more than US\$100 million.

In early 2020, Badger International had to rapidly shift its operations toward an environment dictated by lockdown restrictions, while still providing reliable and secure services to its clients. Following South Africa's lockdown announcement on March 25, 2020, Badger turned to Galix, a managed security specialist, to recommend a solution that would allow its employees to securely work from home.

"We needed a partner that could provide us with a quick solution, guide us through the various licensing requirements, and ultimately provide us with a solution that offers robust security features such as multi-factor user authentication," explained George McKay, group head of IT at Badger International. "It was particularly important that our call center employees use this remote environment to ensure our customers were provided the same level of service they were used to."

To further complicate matters, Badger International needed to maintain compliance with requirements set by the Payment Card Industry Data Security Standards (PCI DSS), POPI (Protection of Personal Information) Act and the Financial Services Board (FSB).

## Solution

Galix recommended SonicWall's Secure Mobile Access (SMA) unified secure access gateway, which allowed Badger International to provide its employees any-device access to any application within the organization.

"SonicWall SMA enabled us to provide access to employees working from home, allowing the company to provide information through a cloud environment coupled with multiple device accessibility and mobility," Simeon Tassev, managing director and qualified security assessor at Galix, said.

## Results

The virtual SMA solution was rolled out to 800 users in a matter of days. Within the first week of April 2020 Badger International was operational, providing support and service to the company's clients despite lockdown restrictions.

"The solution is very user friendly and not data hungry, which are two major advantages," McKay said. "Galix's support was tremendous during this very confusing time, allowing us to adjust – with relative ease – to working from home while accessing critical operations in a safe and reliable environment."

## Benefits

- Secure any-application, any-device remote access
- Ensured business continuity
- Meets strict compliance requirements

## Solutions at a glance

- [SonicWall Secure Mobile Access](#)
- [SonicWall Central Management Server \(CMS\)](#)



"In this new norm, it's essential to have IT security solutions that communicate with each other. We're delighted Galix was committed to implementing and integrating our Boundless Cybersecurity approach with the addition of SonicWall's SMA and CMS to Badger's existing SonicWall investments."

**ASHLEY LAWRENCE**  
**SENIOR REGIONAL MANAGER**  
**SUB-SAHARAN AFRICA, SONICWALL**



## CUSTOMER PROFILE

|                  |  |
|------------------|--|
| <b>Company</b>   | Badger International   |
| <b>Industry</b>  | Insurance  |
| <b>Country</b>   | South Africa   |
| <b>Employees</b> | 1000+  |
| <b>Website</b>   | <a href="http://www.badgerholdings.co.za">www.badgerholdings.co.za</a> |