

SolutionIT switches completely to Netskope and thereby expands product range for its customers

Case Study



SolutionIT managed security is a sister company of SolutionIT and sells managed security services. Based in Bad Oldesloe, the company supports businesses in Europe and around the world—from small bakeries with three employees to global corporations with 120,000 employees.

How can companies meet the demands of modern workplaces?

The world of work has changed. Home office, remote work, or decentralized teams are now part of everyday working life in many companies. This poses new challenges for IT departments in particular: They have to ensure that employees—even when they are not working from the office—have access to all systems and information. In addition, it is their task to protect all company data in the best possible way at all times. Here, the challenge is constantly increasing, as cyberattacks have risen sharply in both frequency and quality in recent years.

Against this background, SolutionIT had been looking at possible cloud providers for some time. They rely mainly on the Office 365 portfolio. In addition, private cloud apps are in operation, which mainly represent management servers for end customers and are accessible via websites. “A pure on-premise solution simply no longer met the growing demands we had for a modern working environment,” says Stephan Lehniger, Managing Partner of SolutionIT managed security GmbH. “We needed a solution where our employees could work at any time and from anywhere—with maximum web security.” In addition, there were further requirements: An adequate cloud solution should comply with German and European data protection regulations, offer comprehensive service modules, and guarantee SLAs in service operations. When the previous manufacturer of SolutionIT’s IT environment sold its solution, the company needed another provider overnight.

“A pure on-premise solution no longer met the growing demands we had for a modern working environment. We needed a solution where our employees could work from anywhere at any time—with maximum web security. At this point Netskope came into play.”

– Stephan Lehniger, Managing Partner at SolutionIT managed security GmbH



Profile

Industry	Region	Established	Employees
IT Security	DACH	2019	50



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Challenges

- Ensure optimized and uniform experience for office-based, remote, and hybrid workers
- Support to ensure GDPR compliance
- Securing existing applications and managed usage at: Office 365, private cloud: OpenProject, Seatable, web server hosting for customers

Solutions

- Netskope NG-SWG
- Netskope Private Access (NPA) for ZTNA

Results

- Error-free transition and operation
- Less complex and flexible working environment
- A high level of usability

Maximum simplicity and flexibility through GDPR-compliant cloud security solution

SolutionIT came across Netskope—the first cloud provider that was not only GDPR-compliant, but also fully met SolutionIT's other requirements. In December 2021, SolutionIT made the decision to switch completely to Netskope with all legacy systems. This changeover was unusually easy: "We needed one and a half weeks for the planning and another two weeks for the technical implementation. With other providers, we have to plan five to six times the time for this," says Stephan Lehniger. According to Lehniger, the main reason for the smooth changeover was the high flexibility and compatibility of the Netskope environment: "Normally, we have a share of sneaker administrations of about 10 to 20 percent. With Netskope, we were at less than one percent. In addition, Netskope is compatible with all systems, can be centrally managed and edited, and offers solutions for a wide range of special requirements."

SolutionIT uses the entire range of Netskope functions, which have also been running smoothly since the changeover—saving SolutionIT employees time and nerves: Because by eliminating the on-premise environment, the experts no longer need to maintain their systems themselves or keep them up to date. Netskope takes care of this for them—and SolutionIT benefits from maximum convenience as well as a flexible and user-friendly working environment that fully meets the demands of a modern working day.

Cost-saving, flexible, and secure cloud security solution

Switching its own IT security environment to Netskope has convinced SolutionIT so much of the cloud solution that it also wants to resell it to its customers. The company is thus both a customer and partner of Netskope. Not only is the need for flexible, cost-saving, and maximally secured IT security solutions increasing at other companies as well, but in addition, SolutionIT reduces its operational risks by leaving the availability and protection of the environment to the cloud provider.

"Netskope is an absolutely convincing overall package: We can manage and process all systems centrally. This eliminates the need to log on to different systems to administer different technologies. In addition, Netskope is compatible with all systems in our IT security stack and offers solutions for a wide range of special requirements."

—Stephan Lehniger, Managing Partner at SolutionIT managed security GmbH



Netskope, a global cybersecurity leader, is redefining cloud, data, and network security to help organizations apply Zero Trust principles to protect data. The Netskope Intelligent Security Service Edge (SSE) platform is fast, easy to use, and secures people, devices, and data anywhere they go. Learn how Netskope helps customers be ready for anything on their SASE journey, visit [netskope.com](https://www.netskope.com).