

Customer Visionary Spotlights

Read how innovative customers are successfully navigating today's changing networking and security landscape through the Netskope One Platform.



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Financial Services

Ascensus prevents data loss in the cloud



Background



Ascensus helps more than 15 million people save for what matters—retirement, education, and healthcare. Ascensus is a leading recordkeeping services provider, third-party administrator, and government savings facilitator in the United States.

Solutions deployed
within 1 hour

Challenges

- Understanding security risk across diverse cloud infrastructure
- Prioritizing security efforts based on risk to the business

Results

- Converged console minimizes ongoing staff time required
- Each solution deployed within one hour
- Visibility to usage for cloud solutions
- Preventing outbound transfer of sensitive data
- Filtering of web traffic, enhancing data loss protection
- Outbound data triggers alert and warning to end user

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)



“If you don’t even know all the cloud solutions you need to protect, much less how they’re being used, then how can you know you’re applying best-in-class controls to everything that’s important? That’s the Netskope value proposition.”

Clayton Krueger

Principal Security Architect,
Ascensus

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JLL combats insider risk and enhances security



Background



Headquartered in Chicago, Illinois, Jones Lang LaSalle (JLL), is a real estate company that helps clients buy, build, occupy, and invest in a variety of assets such as industrial, commercial, retail, residential, and hotel real estate.



Visibility & control to enforce technology standards

Challenges

- Push to evolve to a security-first culture
- Limited visibility with end user transactions
- Lack of targeted controls that identify unapproved data movement

Results

- Improved insights on data movement to applications
- Detection of anomalous user behavior and coaching teams
- Enhanced security by using targeted blocks to limit data exfiltration

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)
 - Zero Trust Network Access (ZTNA)
- Advanced Analytics



Industry: Financial Services



Location: Global



Employees: 100,000+

“The choice to go with Netskope was easy. Not only is Netskope an industry leader, but we have confidence from prior deployments that Netskope would achieve the results that we need.”

Doug Shepherd

Senior Director, Global Insider Risk Program,
JLL

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RSM delivers a secure and consistent user experience after saying goodbye to its VPN forever



Background



In a little over 100 years, RSM Australia has grown from a husband-and-wife partnership to a leading assurance and advisory firm of over 1,800 employees providing a broad range of professional services. The company operates 32 offices spanning capital cities and regional locations and is a five-time winner of the prestigious Client Choice Award for Best Accounting and Consulting Services Firm (>\$200m).



of IT help
desk tickets

Challenges

- Cumbersome and inefficient legacy VPN and web gateway
- Security gaps in remote working systems
- Inconsistent user experience for remote workers

Results

- Consistent and intuitive remote working experience
- Zero trust security for remote workers
- Improved productivity for remote workforce
- Secure remote access to corporate resources
- Secure applications and data

Netskope One Components

- Security Service Edge (SSE) including:
 - Next Gen Secure Web Gateway (SWG)
 - Zero Trust Network Access (ZTNA)



Industry: Financial Services



Location: Australia



Employees: 1000+

“Delivering a secure and consistent user experience was the one benefit that really stood out to the executives. With Netskope, IT is in complete control and users are free to focus on their work.”

Vanessa Wong

CISO,
RSM Australia

[Read the story](#)



Zip enables secure, high performance remote working for its workforce



Background



Established in 2013 and headquartered in Sydney, Australia, Zip is one of the fastest growing “buy now, pay later” fintech firms in the world. The company, which currently operates on a global scale, with core markets in Australia, New Zealand and the US has approximately 90.7k retail partners and over 11.4m customers and 1,000 employees.



in detecting threats

Challenges

- Enabling secure remote working at the onset of the COVID-19 pandemic
- Overcoming limitations of traditional VPN-based approaches
- Enabling workers unfettered access to AWS services

Results

- Secure and rapid onboarding of new team members worldwide
- Immediate least-privilege remote access
- Integration with analytics apps for enhanced security

Netskope One Components

- Security Service Edge (SSE) including:
 - Zero Trust Network Access (ZTNA)



“Most people don’t even know the NPA is there, they just turn on their workstations and they have access to what they need—no more, no less. This is helped by an incredible partnership with Netskope. Its team goes the extra mile to help us try out new things and get the most out of its systems.”

Charbel Boutros

Senior Security Engineer,
Zip

[Read the story](#)



Healthcare



ACH Group delivers a seamless and secure journey to the cloud



Background +

ACH Group is a not-for-profit founded in 1952 to help older people live well. The company provides integrated care and accommodation options for senior citizens across Australia's Adelaide and Fleurieu Peninsula regions including residential care homes, retirement accommodations, physiotherapy facilities, and help-at-home services. The company's footprint spans 15 locations, which is served by a workforce containing a large proportion of part-time workers.



Challenges

- Replacing an aging web security system with a modern alternative
- Future-proofing web security and boosting resilience in virtual collaboration spaces

Results

- Migration to Microsoft 365 SharePoint with confidence
- Enhanced posture for NIST Cybersecurity Framework requirements
- Improved performance of users' devices while boosting security

- Enabled easy-to-use, automated DLP as an additional benefit
- Protection against a full range of web-based threats
- Visibility and control of cloud applications
- Data loss prevention and protection of endpoints

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)
- Data Loss Prevention (DLP)



Industry: Healthcare



Location: Australia



Employees: 1000+

“Netskope accelerated our migration to SharePoint by helping us manage the security of Microsoft 365 in a granular way. With Netskope in place, we can rest easy that the web plane is secure.”

Jason Loveday

Information Security Manager,
ACH Group

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Elevance Health reduces their attack surface and their costs



Background



Elevance Health, with nearly 100,000 associates serving 100M+ people, supports health at every life stage. They offer health plans and clinical, behavioral, pharmacy, and complex-care solutions that promote whole health.

85 million
attacks blocked in
the first month

100,000+
users enabled

SASE Transformation
Award Winner 2023

*SASE Architecture
of the year*

Challenges

- Mandate to reduce the cost of healthcare and to enable zero trust
- Looking to consolidate
- Better enabling associates and members

Results

- Reduced attack surface by only exposing the assets they need to based on use cases
- Consistency of delivery
- Enhanced reputation
- Associates and members interact with environment in a way that's more cost effective, secure, and efficient

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)
- Data Loss Prevention (DLP)



Industry: Healthcare



Location: United States



Employees: 100,000+

“Over the course of the past roughly 3.5 years that we have had a relationship with Netskope, the reputation that we have built, the consistency of delivery, and the value proposition that we have seen from our investment has helped to be an organic justification for those expenses.”

Scott Allen

Director of Cloud Security,
Elevance Health



Royal Flying Doctor Service secures users and data in the remote areas of the Outback



Background



Medical services that city dwellers take for granted can be difficult to deliver outside metro areas. The Royal Flying Doctor Service (RFDS) was formed nearly a century ago to provide health care to communities in the Australian bush. Using aviation, modern medicine, and communications technologies, the dedicated professionals of the RFDS serve as a lifeline for those who live, work, and travel in remote Queensland.



understanding of
where data is

Challenges

- Securing users and data deep in the Australian bush
- Protecting traffic to and from myriad cloud-based apps

Results

- Filtering of all web traffic, detecting and mitigating threats, protecting staff and patient information
- Enhanced visibility into traffic and security events that leads to better decisions around security and risk
- Transparent to end users; their work is not interrupted by security incidents
- Improved agility in continuing their digital transformation journey

Netskope One Components

- Security Service Edge (SSE)
 - Next Gen Secure Web Gateway (SWG)



Industry: Healthcare



Location: Australia



Employees: 1000+

“We consider Netskope to be a trusted partner and part of the IT organization. Netskope understands the challenges we have out in the field, and helps us provide a solution that protects patient care and the security of the organization as a whole.”

Adam Carey

Cyber Security Manager,
Royal Flying Doctor Service (Queensland Section)

[Read the story](#)



Royal Flying
Doctor Service

Manufacturing



Bel Group converges security tools to protect an increasingly cloud-first business



Background



Founded in 1924, Bel Group is a world leader in the production of branded cheese and healthy snacking products. Its portfolio includes brands that are familiar worldwide, including The Laughing Cow, Kiri, Babybel, Boursin, Nurishh, Pom'Potes, and GoGo squeeZ. The group employs approximately 12,000 people in more than 100 factories, offices, and warehouses worldwide, and is present in all major global markets.

800 new users
onboarded seamlessly
after M&A

Challenges

- Protecting the business as it pivots to the cloud
- Lack of integration between security systems
- Securing hybrid working and users from acquired companies

Results

- Rapid deployment and simple management pane
- Enhanced network performance and network access control
- Foundation for secure hybrid working/employee onboarding
- Protection against web-borne threats
- Secure cloud app access

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)
 - Zero Trust Network Access (ZTNA)



Industry: Manufacturing



Location: France



Employees: 10,000+

“Given our expansion plans and pivot to the cloud, we identified a need to upgrade to a single solution for advanced proxy, CASB, and zero trust network access. As we set about researching potential partners to deliver on this vision, one name came up time and again: Netskope.”

Julien Rossignol

Network Manager,
Bel Group

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Dexcom realizes seamless user experience after transitioning from legacy VPN

Dexcom[®]

Background



Dexcom is a pioneer in continuous glucose monitoring (CGM). Since 1999, they have developed innovative technology that has transformed how people manage diabetes. They have more than 8,000 employees across the globe, with manufacturing facilities in Mesa, Arizona and Batu Kawan, Malaysia.



friction by not having to login to a VPN every day

Challenges

- Legacy VPN that could no longer support the shift to work-from-anywhere
- Understanding what apps users need to access on a daily basis

Results

- Smaller attack surface
- Seamless user experience
- Less friction - no need to login to a VPN every day before beginning work
- Reduce M&A complexity

Netskope One Components

- Security Service Edge (SSE) including:
 - Zero Trust Network Access (ZTNA)
 - Cloud Firewall
- Proactive Digital Experience Management Professional (P-DEM)



Industry: Manufacturing



Location: United States



Employees: 5,000+

“One of the parts I really like about Netskope, is how easy it is to set up the whole platform, and it just works. It sounds sometimes too good to be true, but that’s really the case.”

Jeff Wehrman

Sr. Staff Cybersecurity Engineer,
Dexcom

[Read the story](#)



dexcom®

GBfoods draws on the power of standardization to manage its dispersed and growing organization



Background



Established during the Spanish Civil War, GBfoods' mission to provide affordable food grounded in local traditions and flavors is as relevant today as it was in 1937. The company has blossomed into a prosperous multinational organization, present in more than 50 countries across Europe and Africa. Many of the company's brands have graced consumers' kitchens for over 150 years, to the point where they are now an integral part of the local culture.

50% Remote Workers
with full visibility

Challenges

- Facilitating technology standardization across different countries
- Increasing visibility of remote workers
- Improving user experience for remote workers

Results

- Standardized and converged connectivity and security
- Simple and effective user experience
- Complete control for improved compliance

Netskope One Components

- Netskope One Service Edge (SSE)
- Netskope One Private Access
- Netskope One Cloud Exchange



Industry: Manufacturing



Location: Spain



Employees: 3,000+

“Netskope has given us an easy-to-deploy, centralized cloud platform that has allowed us to retire legacy environments that ran VPNs with direct connections. It’s a highly integrated approach that enables us to quickly connect and secure workers from any location.”

Oscar López

Cybersecurity Manager, GBfoods

[Read the story](#)



Morgan Sindall secures their borderless organization



Background



Morgan Sindall Group plc is a leading UK construction and regeneration group with revenue of £4 billion, employing around 6,600 employees, and operating in the public, regulated, and private sectors. It operates through five divisions of Construction and Infrastructure, Fit Out, Property Services, Partnership Housing, and Urban Regeneration.



Safe data sharing
for third party
collaboration

Challenges

- Avoiding network hairpinning, bandwidth issues, and delays
- Supporting the move to cloud applications
- Improving visibility and security control

Results

- Safe data sharing for third-party collaboration
- Detailed visibility of risk exposure, informing policy and decisions
- Security and data protection for both sanctioned and unsanctioned apps

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)
- Advanced Analytics



Industry: Manufacturing



Location: United Kingdom



Employees: 5,000+

“Netskope enables us to meet our employees’ expectations of an optimal user experience (better than the one they get on their own home IT) in the safest possible manner.”

Neil Binnie

Group Head of Information Security and Compliance,
Morgan Sindall

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Retail



Aspen Skiing Company secures remote worker access while laying the foundation for ZTNA



Background



The Aspen Skiing Company operates across four high-end ski areas in Colorado's stunning Roaring Fork Valley, providing ski infrastructure, ski and snowboarding lessons, and restaurants; and manages events including races, tournaments, concerts, and more. The company also operates a range of accommodations for guests in the valley and beyond catered to a wide range of styles, needs, and budgets.



Visibility and performance

Challenges

- Ensuring a high-quality network for employees and guests
- Securing remote workers

Results

- Enhanced security and performance for remote workers
- Reduced complexity and time savings
- Improved scalability for business growth
- Protection against web-based threats
- Secure remote working
- Isolation of uncategorized and risky websites with remote browser isolation

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Firewall
 - Next Gen Secure Web Gateway (SWG)
 - Zero Trust Network Access (ZTNA)
- Cloud Exchange
- Remote Browser Isolation



Industry: Retail



Location: United States



Employees: 1,000+

“From delivering unbeatable security and control to enabling us to operate a variety of technologies as a cohesive system, Netskope is an important part of our journey to ZTNA.”

Chad Kumbier

Vice President Cybersecurity and IT Infrastructure,
Aspen Skiing Company

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Technology



AVX Corporation enhances data visibility and mitigates risk



Background



AVX Corporation is a leading international manufacturer and supplier of advanced electronic components and interconnect, sensor, control and antenna solutions with 29 manufacturing facilities in 16 countries around the world. AVX is headquartered in Fountain Inn, South Carolina.



Visibility with employee usage

Challenges

- Visibility and control over data in Google G Suite
- Discovering Shadow IT cloud services in the environment
- Demonstrating compliance with GDPR
- Inspection and control of cloud traffic even when it originates from a mobile device

Results

- Accelerated adoption of G Suite while enforcing security and compliance policies
- Monitor unsanctioned cloud/web activity and block this from taking place
- Detect all access to G Suite, regardless of where users are located or what device they are using
- Be alerted to anomalous behavior that could signal out-of-compliance behaviors, malware
- Easily assess third-party cloud risk

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB) with IaaS Storage Scan
 - Next Gen Secure Web Gateway (SWG)



Industry: Technology



Location: United States



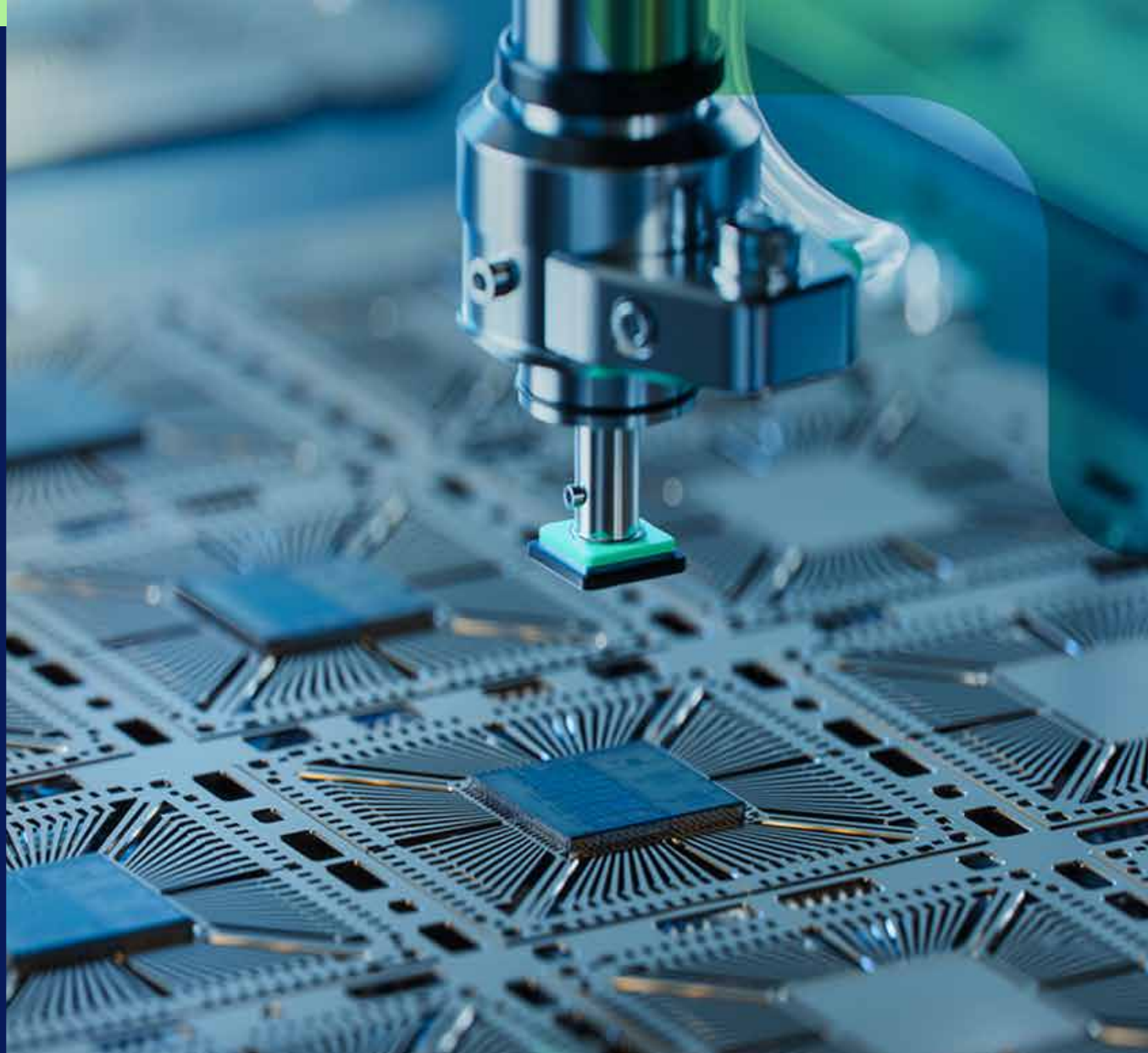
Employees: 10,000+

“Netskope lets us use Google G Suite to its full capability. We can see how our data is being used, if it is being shared with third parties and take action to mitigate risk.”

Zack Moody

Global Head of Information Security & Privacy,
AVX Corporation

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Mastek securely serves its customers through simplified operations and architecture



Background



Mastek is an enterprise digital and cloud transformation specialist that engineers excellence for customers across 40 countries, including the UK, Europe, US, Middle East, Asia Pacific and India. They help enterprises navigate the digital landscape and stay competitive by unlocking the power of data, modernizing applications and accelerating digital advantage for their customers.

Challenges

- Securely servicing customers globally
- Lack of security and visibility into users working from home
- Simplifying infrastructure and operations

Results

- Increased visibility
- Ability to control user access
- Performance improvement
- Zero trust access to applications and data
- Data protection

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)
 - Zero Trust Network Access (ZTNA)
- Advanced Analytics
- Data Loss Prevention (DLP)



Industry: Technology



Location: India



Employees: 5,000+

“Netskope helped us with added business benefits of performance improvement, zero trust network, data protection, and increase in the visibility of the security posture for Mastek.”

Dr. Mahesh Juttiyavar

Global Chief Information Officer,
Mastek

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PeopleStrong kept sensitive customer data secure while supporting remote and hybrid work



Background



PeopleStrong provides a comprehensive SaaS platform for HR teams, serving employees from hire to retire. Its customer base includes more than 500 of APAC's top companies, powering a seamless experience across more than 4 million devices. The solution is powerful because of the vast quantities of data it contains. So, as PeopleStrong pursues its mission to power the talent economy with HR tech 4.0, strong cybersecurity is key to success.



concerns of
Shadow IT

Challenges

- Securing customer data, even as many users work remotely
- Efficiently applying security policies across thousands of employees in 10 countries
- Reacting quickly in case of a security event or unacceptable user behavior

Results

- Security management streamlined via centralized policy-setting
- Better visibility enables security team to quickly mitigate any issues
- Shadow IT concerns eliminated
- Flexibility ensures data stays secure as work environment evolves
- Restrict user access to only the resources they need

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)



Industry: Technology



Location: Asia-Pacific



Employees: 1,000+

“With Netskope’s pioneering solutions, PeopleStrong is able to provide strong security for customers’ data while also complying with the strongest norms.”

Saurabh Gugnani

Head Information Technology & Security,
PeopleStrong

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peoplestrong[®]

Education



CSCDGR protects their students and staff while creating a safe and secure environment



Background



The Conseil scolaire catholique de district des Grandes Rivières (CSCDGR) is a Catholic school board with oversight of 24 elementary schools, 8 high schools, and 3 alternative education centers. Today, the Board serves over 5,500 students across a 25,000 km district in northern Ontario, Canada.



**Risk management
by reducing the
attack surface**

Challenges

- Cloud app resource management
- Poor visibility of device usage across schools
- Lack of insights to optimize resources
- Ensuring students are safe when using boardowned devices
- Increasing endpoint security to support remote learning

Results

- Data-driven decision making at board level
- Cost savings from efficiencies identified in application and device usage
- Better risk management by reducing attack surface
- Better visibility and insight, web filtering and cloud app controls
- Secure remote working for staff and students and protecting students from harm online

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB)
 - Next Gen Secure Web Gateway (SWG)
- Advanced Analytics



Industry: Education



Location: Canada



Employees: 1,000+



Students: 5,500+

“Netskope Advanced Analytics provides us with the intelligence we need to make evidence-based decisions.”

Richard Fecteau

Director of IT,
CSCDGR

[Read the story](#)



The Hotchkiss School consolidates security tools, enhancing security, visibility, and control

HOTCHKISS

Background



There are schools, and then there's the Hotchkiss School. More like a university than your traditional K12 outfit, the boarding school boasts an 827-acre campus housing everything from a sailing lake and golf course to an art gallery and farm. One of the top private schools in New England, Hotchkiss prides itself on academic excellence and accessibility. Its students receive the best education available, and many go on to attend neighboring Yale or other top universities.



Security complexity
through
consolidation

Challenges

- Protecting highly sensitive data
- Increasing visibility of users
- Intelligently controlling access to websites and apps

Results

- Enhanced visibility and control
- Improved security in the cloud
- Seamless integration with technology stack
- Consolidation of SaaS security tools means less security complexity

Netskope One Components

- Security Service Edge (SSE) including:
 - Cloud Access Security Broker (CASB) - Inline and API



Industry: Education



Location: United States



Employees: <1,000



Students: 500+

“There’s a lot of companies with great point solutions. But Netskope provides a complete end-to-end capability with a single agent, and every element of the solution is as good as the next. Netskope is that rarest of things: a jack of all trades and a master too.”

Kevin Warend

Director of IT,
The Hotchkiss School

[Read the story](#)



HOTCHKISS