



How Six Organizations Transformed Their Networking and Security with Prisma SASE

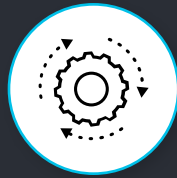
SASE transforms networking and security

Through the pandemic, organizations moved quickly to expand their cloud footprints, increase use of Software-as-a-Service (SaaS) applications, and deliver remote access to their workforces. While delivering critical business outcomes, this approach presents challenges with network performance and complexity, and with managing the numerous appliances needed to maintain security.

Secure access service edge (SASE) answers these challenges by converging SD-WAN with a comprehensive and cloud-delivered security stack. Rather than focusing on the enterprise data center, Palo Alto Networks Prisma® SASE delivers cloud-based converged capabilities where and when you need them.



Improved security



Increased network performance



End-to-end visibility

Palo Alto Networks Prisma® SASE converges industry-leading Prisma SD-WAN, our next-generation SD-WAN solution, and Prisma Access, our cloud-delivered security service, into a single, purpose-built solution. And because having full visibility into the application delivery path has never been more critical, we make managing your users' experience simple.

Prisma SASE Benefits

- + Prisma SASE consistently secures your hybrid workforce, regardless of whether users are remote, mobile, or working from a branch office.
- + The industry's only SASE-native Autonomous Digital Experience Management (ADEM) helps ensure an exceptional experience for your end users.

In this e-book, we'll explore how Prisma SD-WAN and Prisma Access deliver efficiency gains, cost savings, next-gen security, and other benefits to leading businesses. Integrating these products into one comprehensive solution, Prisma SASE dramatically simplifies your pursuit of an optimized, highly secure network.



Palo Alto Networks Prisma SD-WAN delivers

243%

potential ROI increase

99%

reduction in trouble tickets

10x

increase in WAN bandwidth



Palo Alto Networks Prisma Access unifies



Zero Trust network access (ZTNA)



Secure web gateway (SWG)



Cloud access security broker (CASB)



Firewall as a Service (FWaaS)

Enhancing access and streamlining onboarding of new sales centers

Salesforce is the world leader in customer relationship management (CRM) software, as well as providing enterprise applications for customer service, marketing automation, analytics, and application development to thousands of customers of all sizes, located around the world.



Industry
High Tech

Country
United States of America

Website
www.salesforce.com

150K+

CUSTOMERS

9

REGIONAL
DATA CENTERS

\$17.1B

2020 REVENUE

60K+

EMPLOYEES





Cost-effective WAN links increased the bandwidth of the network by 500% on average, with no increase in WAN costs.



Managing our whole environment from a central management system lends itself well to automation and our future plans to collect more rich data telemetry and bring that information up to the application layer for proactive analytics and troubleshooting. That is now becoming an important part of our network strategy.”

— Georgi Stoev, Senior Network Architect, Salesforce



The Challenges

Salesforce’s legacy Multiprotocol Label Switching (MPLS) was difficult to manage and couldn’t support direct internet connectivity in the branch. As a result, the company’s network was unable to scale or meet employee needs.

- + The MPLS-based WAN couldn’t provide enough bandwidth to justify its cost.
- + Management of the WAN was distributed, making visibility and network optimization a challenge.
- + The MPLS architecture limited instance redundancy, reducing the network’s resiliency.
- + The inherent challenges in scaling an MPLS network were limiting Salesforce’s ability to reach ambitious growth and performance goals.



The Solution

Salesforce selected Prisma SD-WAN to replace its legacy network with a cloud-based, autonomous solution better aligned with its current and future business objectives.

- + Gave Salesforce an API-driven solution that centralized management and simplified operations with granular visibility.
- + Centralized management enabled Salesforce to conduct maintenance and updates without logging in on separate boxes to manage them.
- + Fail-to-wire technology created redundancy at larger sites, as well as simplifying deployment and ongoing management.
- + Automated overlay tunnels operating over multiple WAN links at scale significantly improved the overall reliability of the network and increased application resilience.

Managing security risk through complex acquisitions

Caesars Entertainment is the largest gaming organization in the world. Operating dozens of marquee properties and offering online gaming through Caesars.com, the company is positioned for continued growth through an aggressive strategy of mergers and acquisitions.



Industry

Gaming and Hospitality

Country

United States of America

Website

www.caesars.com

\$8.4B

2020 REVENUE

55

PROPERTIES
AROUND THE
WORLD

54K

EMPLOYEES

16 **5**

US STATES COUNTRIES

CASINOS AND RESORTS





Today, 90% of routine onboarding tasks are tackled by software, significantly reducing the IT resource requirement when a new property is added to the portfolio.



This allows us to deliver better applications to our customers... We're a more competitive company as a result."

— Bobby Wilkins, Vice President of Cybersecurity, Caesars Entertainment



The Challenges

With rapid growth driven by mergers and acquisitions, Caesars needed to protect its operations from unknown security risks in acquired entities. It also needed to ensure fast, secure onboarding of data from properties that joined the Caesars Entertainment portfolio.

- + Bringing newly acquired properties inside its network could expose Caesars to pre-existing, undetected security breaches.
- + Security challenges increased the difficulty of onboarding properties added through mergers and acquisitions.
- + Manually addressing routine security issues presented a significant burden to IT.



The Solution

Caesars Entertainment selected Prisma Access to standardize security across existing and newly acquired properties, and to streamline the onboarding of new properties. Prisma Access allows Caesars to ensure next-gen security across its entire network and provides a path to safely integrate data assets from newly acquired properties.

- + A shield between the host organization and new properties ensures that the merging entity's users access only the systems and data they should.
- + Unparalleled network visibility improves threat detection and prevention.
- + Cloud-based delivery enables a consistent security architecture extended to every corner of the network.
- + Faster, risk-controlled onboarding of new properties significantly reduces costs associated with mergers and acquisitions.

Enhancing access and streamlining onboarding of new sales centers

AutoNation was founded in 1996 in Fort Lauderdale, Florida to reimagine the car-buying experience. Today, it's the largest auto dealer in the United States, selling new and pre-owned vehicles and providing associated services through hundreds of retail outlets and its website, AutoNation.com.

AutoNation

Industry
Automotive

Country
United States of America

Website
www.autonation.com

350+

RETAIL STORES

16

STATES

\$20.4B

2020 REVENUE

21K+

EMPLOYEES





The Challenges

AutoNation needed to replace its Multiprotocol Label Switching (MPLS) with a networking solution that would enable it to continue to establish new standards of excellence in sales and service, and to overcome challenges presented by the legacy system.

- + Insufficient bandwidth at retail stores created inconsistent end user experiences.
- + The extensive cost of connections made the MPLS too expensive to operate.
- + The technological limitations of the MPLS presented an obstacle to scaling in an aggressively growth-oriented company.
- + Provisioning a newly acquired dealership on AutoNation's existing network was time consuming and inefficient.



The Solution

AutoNation selected Prisma SD-WAN to connect its retail locations and two colocation data centers. By removing network complexity, Prisma SD-WAN delivered key benefits that position AutoNation for a growth-oriented future.

- + Replaced the MPLS, reducing costs and removing obstacles to scaling.
- + Optimized the network through Prisma SD-WAN's Layer 7 visibility.
- + Achieved a 5x increase in bandwidth, improving the in-store user experience and reducing point-of-sale inefficiencies.
- + Reduced the time required to deploy and connect a newly acquired location by 95%.

While dramatically increasing bandwidth and simplifying the provisioning of new stores, Prisma SD-WAN allowed AutoNation to reduce costs by \$3M annually.



The ability to go in the night of the acquisition, plug the existing seller's internet connections into the Prisma SD-WAN, and be up and running in half an hour is game changing for us.

— Adam Rasner, Vice President, Technology Operations, AutoNation

Managing hybrid work in a crisis

For over 60 years, Jefferies has provided a wide range of banking research and services to companies and investors. Headquartered in New York with branch offices around the world, Jefferies' focus on large-scale business banking and IPO management involves highly sensitive and confidential data, requiring the best available network security.

Jefferies

Industry

Investment services

Country

United States of America

Website

www.jefferies.com

30

OFFICES AROUND THE WORLD

4K+

EMPLOYEES

\$6B

2020 REVENUE

8

GLOBAL DATA CENTERS





The Challenges

In 2020, Jefferies was already adopting a hybrid work environment to meet the needs of employees in an increasingly competitive industry. Then, the COVID-19 pandemic required its entire global workforce to transition suddenly to remote work.

- + Connecting to the Jefferies network, then the internet, through firewall-protected data centers created latency and performance issues for end users.
- + The hybrid environment created inherent complexity and risk.
- + It was challenging to manage the numerous appliances securing employees' desktops, virtual desktop infrastructure (VDIs), and laptops.
- + Improving data loss prevention was a significant priority.



The Solution

Jefferies selected Prisma Access, the industry's only complete, cloud-delivered security service, to simplify setting policies across its entire enterprise and securely connect its global workforce, branch offices, and data centers.

- + Moving the perimeter from data center firewalls to cloud-delivered capabilities increased performance and reduced latency, especially for users accessing SaaS apps.
- + Setting consistent governance and controls across all the technologies used by employees made management easier.
- + Using easy-to-implement, consolidated policy creation and centralized management enabled IT to set up and control firewalls with industry-leading functionality and insight into network-wide traffic and threats.
- + Increased control of the hybrid enterprise ecosystem reduced complexity and mitigated risk.

Because Jefferies had already deployed Prisma Access across its network, it was able to fully configure and support its entire global workforce to work from home in two weeks.



We wouldn't be where we are today without Palo Alto Networks. Through the COVID-19 shutdown, we continued to provide our services to our clients without missing a beat. Prisma Access is the backbone of our architecture.

— Jerry Kowalski, Managing Director,
America's Chief Information Security Officer, Jefferies

SNAPSHOT FIVE: AARON'S, LLC

Transforming the network to achieve digitization

Atlanta-based Aaron's is a leading provider of furniture, consumer electronics, home appliances, and accessories, available for sale or lease through brick-and-mortar locations and its e-commerce platform, Aarons.com.



Aaron's[®]
Easy. Beautiful. Affordable.®

Industry
Retail

Country
United States of America

Website
www.aarons.com

1,300

STORES
COMPANY-OPERATED
AND FRANCHISED

47

STATES
AND CANADA

\$1.7B

2020 REVENUE

30%

US POPULATION
SERVED



Deploying Prisma SD-WAN resulted in a 99% reduction in trouble tickets for the WAN, going from 3,000 per month to 30.



The Prisma® SD-WAN solution helped us get the network right. It helped us make sure that we're prioritizing business-critical traffic. And it helped us have that visibility into knowing when there are issues, where to go to fix them.”

— Tommy Meek, Chief Information Officer, Aaron's



The Challenges

With a vibrant business, extensive sales footprint, and complex supply chain, executing an effective digital-first strategy became a chief priority for the company, as its legacy WAN presented significant challenges for the IT team.

- + Unreliable internet connectivity was impacting branch operations.
- + Extensive manual operations were consuming IT staff's time and resources.
- + IT was responding to 3,000 WAN-related tickets per month.



The Solution

Using Prisma SD-WAN allowed Aaron's to successfully embrace a digital-first strategy and dramatically improve its quality of service, both in its stores and online.

- + Reduced latency, improving the online experience and removing in-store bottlenecks.
- + Improved application performance and ensured backup connectivity across branches.
- + Delivered one intuitive platform for managing network configuration and policies, streamlining work for the IT team, allowing it to focus on business goals.
- + Increased application visibility and control through Layer 7 intelligence.
- + Predictive identification of issues before they occur, and automatic corrective action.

Improving security during a rapid transition to remote work

Founded in 1926, Houston-based Schlumberger is a leading provider of mission-critical technology and services to the energy industry around the world—designing, developing, and delivering solutions covering most of the oil and gas life cycle.

Schlumberger

Industry
Energy Services

Country
United States of America

Website
www.slb.com

90+

TECHNOLOGY CENTERS

120

COUNTRIES OPERATING

\$23.6B

2020 REVENUE

82K

EMPLOYEES





In a matter of days, Schlumberger was able to provision devices and provide secure remote access to the entire company, expanding the remote workforce from 25,000 to 82,000.



I have really no hesitation to say that Palo Alto Networks is the leading cybersecurity technology provider, and we certainly want to be the leader on cybersecurity in our industry... It is made possible with Palo Alto Networks.

— Ashok Belani, EVP, Schlumberger New Energy



The Challenges

When the COVID-19 pandemic struck, Schlumberger needed to rapidly transition its large global workforce from onsite to remote work, while still maintaining its ability to support its clients' essential operations and business objectives, and maintain security over confidential data.

- + Employees needed uninterrupted access to all the apps required to perform client-driven work.
- + Schlumberger had to maintain next-gen cybersecurity while employees worked from home.
- + Tens of thousands of employees urgently needed to transition to remote work, without impacting client operations.



The Solution

Schlumberger elected to use Prisma Access and Palo Alto Networks GlobalProtect to power a purpose-built cybersecurity operation tasked with meeting the needs of its workforce during the pandemic.

- + Prisma Access allowed Schlumberger to keep its business running securely with no interruption.
- + Automating ZTNA, SWG, CASB, and FWaaS ensured secure access to confidential data.
- + Schlumberger was able to maintain continuous operations throughout the pandemic.



Take the next step

Palo Alto Networks Prisma® SASE converges best-of-breed networking and security into a single solution purpose-built for agile, cloud-enabled organizations. Proven, cloud-delivered security services consistently secure your hybrid workforce, regardless of whether users are remote, mobile, or working from a branch office. And the industry's only SASE-native Autonomous Digital Experience Management (ADEM) helps ensure an exceptional experience for your end-users. With Prisma SASE, your employees will be happier and more productive, regardless of where they work.

Learn more about how Prisma SASE can enhance your network, protect against threats, and reduce costs.

