CASE STUDY | THE LANCO GROUP

The Organization
The LANCO Group
Haryana, India
www.lancogroup.com
Sites: 16

The Challenge
- Legacy centralized URL filtering solution introduced latency and increased costs
- Multiple points products were not a viable solution due to complexity of management

The Solution
- Web security SaaS minimizes latency as compared to backhauling traffic
- Mobile users are protected under same policy

Zscaler Benefits
- Broader security, broader functionality
- Lower TCO

"Zscaler allows us to simplify IT administration, consolidate point products and reduce cost, while offering rich functionality and low latency."
- *Jerry Wasowski, Director of MIS, The LANCO Group*

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The LANCO Group of companies is a diverse group of companies specializing in numerous disciplines, including: heavy equipment manufacturing, sales and service, integrated technologies, and equipment distribution.

The Challenge

The LANCO Group includes 16 operating companies located throughout the U.S., Canada and Central America. Before choosing Zscaler's cloud-delivered security approach, the LANCO Group was backhauling traffic from all locations to its headquarters for URL filtering using a traditional, on-premise solution. Re-routing traffic from international locations introduced significant latency and dramatically increased bandwidth costs. Their only other alternative was to deploy and manage multiple point products at each different location, and they were not willing to tackle the administration overhead that the point products demanded.

The Solution

With Zscaler, the LANCO Group simply forwarded the Internet-bound of its 13 Internet gateways to the Zscaler cloud. Zscaler's Distributed Global Network infrastructure of over 30 cloud nodes minimizes re-routing latency. Zscaler also offers the LANCO Group more than just URL filtering. The LANCO Group now protects its employees from a range of security threats, enforces granular policy for Web 2.0 applications, and provides full visibility through its real-time, consolidated reporting. Mobile users leverage Zscaler's distributed cloud nodes to enjoy the same protections as corporate users.

The Zscaler Difference

Better security, broader functionality
The Zscaler service provides the LANCO Group with a rich functionality. Employees across all locations—including mobile users—are against Web 2.0 threats such as malicious active content, botnets and phishing attacks. Granular controls enable flexible and productive enforcement of business policy.

Lower TCO
By backhauling traffic to a centralized location, the LANCO Group wasted valuable bandwidth and created re-routing latency. The on-premise solution required IT administration and management. Zscaler's distributed network enabled the group to lower bandwidth costs, significantly reduce latency, and reduce administration, saving the company's time and money.

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