

## CASE STUDY

# The Lanco Group

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 location, and they were not willing to tackle the administration overhead that the point products demanded.

### The Solution

With Zscaler, the LANCO Group simply forwards the Internet-bound traffic 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 protected against Web 2.0 threats such as malicious active content, botnets and phishing attacks. Granular controls enable flexible and productive enforcement of business policy.



#### 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

#### SOLUTION EVALUATION

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

#### THE ZSCALER DIFFERENCE

- Broader security, broader functionality
- Lower TCO

## 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.



### WHY IT MATTERS

Seamless integration between project development and employees enables quick decisions and successful project implementation. Lanco also has strategic global partnerships with leading power companies including Genting, Harbin, GE, Dongfang, Doosar and more.

# LANCO

“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

## About Zscaler

Zscaler is transforming enterprise networking and security with the world's largest Direct-to-Cloud Network, which securely enables the productivity benefits of cloud, mobile and social technologies without the cost and complexity of traditional on-premise appliances and software. The Zscaler Direct-to-Cloud Network processes daily more than 10 billion transactions from more than 10 million users in 180 countries across 100 global data centers with near-zero latency. Learn why more than 4,000 global enterprises choose Zscaler to enable end-user productivity, enforce security policy and streamline WAN performance. Visit us at [www.zscaler.com](http://www.zscaler.com).

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