

CASE STUDY

SANTALUCÍA S.A. Compañía de Seguros y Reaseguros

SANTALUCÍA S.A. Compañía de Seguros y Reaseguros is an insurance company founded in 1922 with a focus on family risk coverage. With nearly 400 locations and more than 17,000 agents, SANTALUCÍA offers quality-of-life insurance to nearly 7 million customers. Maintaining its commitment to rapid and efficient service required a new approach to mobile security.

The Challenge

SANTALUCÍA had adopted as an objective increasing employee productivity by aggressively supporting mobility, but felt constrained due to two sets of security challenges: 1) an inability to secure user browsing from a mobile phone, and 2) an inability to control data usage over cellular networks by implementing a white list of mobile applications, with the additional aggravation of not being able to control the total mobile usage expense. Mobile devices at the time were managed by an MDM solution, which did not permit Santa Lucía any control over traffic or data consumption.

To promote secure mobility, Santa Lucía's IT department first tried implementing VPN connections from all mobile devices to the corporate network, backhauling all mobile web traffic for centralized security scanning, but this approach increased latency for users, required significant administration and end user support, generated an overwhelming increase in traffic for which its existing infrastructure proved inadequate, and did not provide the granular control via user profiles or by application type and content category which they desired.

The Solution

SANTALUCÍA was already aware of the Zscaler solution for desktop and notebook computers, and after receiving positive references from other companies in their market, presented its mobile needs to Zscaler. After understanding SANTALUCÍA's requirements, Zscaler presented its solution based on the Zscaler Secure Agent for mobile security, and SANTALUCÍA opted for a company-wide deployment accompanied by the distribution of the latest generation of smartphones to its employees. The Zscaler deployment proved very simple as the solution was 100% integrated with SANTALUCÍA's existing MDM solution, which facilitated the automation and transparency of the deployment.

Since Zscaler allows mobile data traffic to route securely and directly to the Internet, SANTALUCÍA was able to significantly reduce the traffic load on its existing infrastructure and reduce expense on mobile data bandwidth and VPN licenses. Zscaler allows control of which browsing and mobile applications can be used when connected to a cellular data network or when in roaming. The elimination of the traffic legs to and from the data center along with improved processing time with Zscaler's purpose-built cloud security infrastructure has also reduced latency for the user, improving the mobile computing experience and reinforcing productivity objectives.



THE CHALLENGE

- Meet employee productivity goals by supporting mobility while maintaining security
- Reduce backhauled data traffic overwhelming infrastructure
- Maintain control of total mobile data usage expense

THE SOLUTION

- The Zscaler cloud-based security platform using its mobile Secure Agent allows for secure browsing and mobile application visibility and control.
- Completely eliminate mobile VPN's and backhauled traffic to corporate data center

THE ZSCALER DIFFERENCE

- Zscaler's support for existing MDM made deployment automatic
- Permitted granular control by user, application and content
- Control over which data can be sent over data cellular connections, including specific policies for roaming
- Improved security for advanced mobile threats

The Zscaler Difference

Advanced Security

Relative to its corporate mobility goals, SANTALUCÍA considers as a „bonus“ the fact that Zscaler is detecting and protecting its users from the new threats trying to compromise their mobile devices. Zscaler’s Web Security suite provides extensive scanning functionality against modern malware threats including viruses, botnets and zero-day exploits, which are detected and blocked in the cloud, whether a user is connecting from his desktop, a notebook computer or a mobile device.

Increased Visibility

Zscaler offers a very simple and easy way to generate reports on user browsing data through its web-based administration interface, which is revealing interesting and previously unknown data to SANTALUCÍA’s IT managers about their users’ browsing behaviour. This has allowed SANTALUCÍA’s IT department insight into users’ browsing destinations, as well as which are the highest-demand corporate applications, giving them information needed to improve such applications.

Improved User Experience

Since mobile data connections no longer require a VPN connection and traffic no longer has to be sent to a main SANTALUCÍA data center for appliance-based security scanning, the company saves considerable traffic bandwidth while delivering an improved user experience.

Lower Costs

The Zscaler solution has allowed SANTALUCÍA to significantly cut costs by eliminating the need to backhaul mobile traffic, reducing the expense of additional VPN licenses and cellular bandwidth capacity. When out of the office, Internet browsing is now carried over the cellular network connection of each device, while the company maintains full control of the browsing policies while also controlling bandwidth consumption over expensive mobile roaming connections.

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About Zscaler

Zscaler’s award-winning Security as a Service platform delivers a safe and productive Internet experience for every user, from any device and from any location. Zscaler effectively moves security into the Internet backbone, operating in more than 100 data centers around the world and enabling organizations to fully leverage the promise of cloud and mobile computing with unparalleled and uncompromising protection and performance. Zscaler delivers unified, carrier-grade secure internet, advanced persistent threat (APT) protection, data loss prevention (DLP), SSL decryption, traffic shaping, policy management and threat intelligence— all without the need for on-premise hardware, appliances or software. Visit us at

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