A million reasons

One major medical center made the switch to SecureLink for Enterprises and saved over $1M annually by efficiently managing remote access for their vendors.

The challenges

A trusted academic medical center provides access to 160 third-party vendors via a VPN — a solution that is ideal for employees, but less than ideal for third-party vendors. The result? An unacceptable level of risk.

1 VPN credentials provided full network access, which made their network vulnerable.

2 There was no way to identify and authenticate individual vendor users.

The solution

SecureLink for Enterprises

SecureLink for Enterprises provides this hospital with all the controls needed to enable a new level of security for third-party privileged remote access.

Each individual vendor rep logs in with their own account to ensure every user is authenticated, so there are no shared logins.
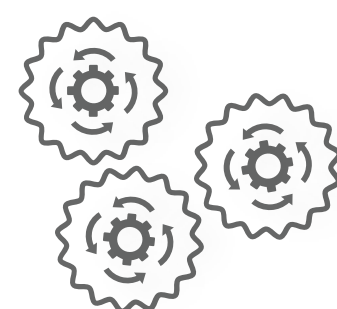
Users only access the applications and servers required to do their job, and nothing else.

A complete audit trail documents who went where on their network and when — ideal for compliance and audits.

The results

Annual cost savings
$1,006,848

Annual time savings
5,803 hours

The details

	Time reduction	Annual cost savings	Annual hours saved
Managing and adding vendor accounts	87%	$98,229	1,678
Supporting and troubleshooting vendor access	86%	$208,203	3,557
Vendor application downtime	96%	$700,416	568*

Return on investment

594%	$112,000	$336,000
3-Year ROI	Annual investment	3-Year investment

The SecureLink advantage

	VPN	SecureLink for Enterprises
Network access	Entire network	Access based on least privilege
Identify and manage individual vendor users	No	Yes
Deployment and management	Complex	Simple
Time and cost	High	Low

Why choose SecureLink?

Purpose-built for vendor access.
- Automated vendor access management
- Virtually eliminate onerous manual processes
- Vendors can work faster and easier than they do today

Security standards? Check. Compliance standards? Check.
- Built-in multi-factor authentication
- Each access is authenticated and limited to approved applications only
- Full video audits to prove compliance with security standards

Enterprise-grade secure remote access.
- Native support of TCP protocols and VDI
- Password vaulting and obfuscation
- More dependable and efficient than VPN or RDP solutions

No heavy implementation. Yes, up and running fast.
- Full-service onboarding and implementation services included
- We onboard and train vendors at no additional cost
- 57 days to implement a standard solution

Get a customized demo
Go to securelink.com/demo or call us at 888.897.4498.

SECURELINK
VENDOR PRIVILEGED ACCESS

*8 events per year; event duration reduced from 3 days to 1 hour