



# NO MORE COMPROMISE ON SECURITY

One of the largest insurance companies with 100s of outlets all over the country with 1000s of agents working out of these outlets. They kept adding newer outlets and with that the complexity of the network also grew manifold, especially the security aspects of the infrastructure. Insurance being a data sensitive and data intensive function, they wanted to ensure security of their infrastructure. Learn how this insurance organization made use of SMOAD to address security in their network infrastructure.



## Problem Definition

### Company

The insurance company is one of India's largest with 100s of branches and 1000s of agents working out of those branches. They serve pan India with multiple products addressing different needs of individuals and organizations

They have millions of customers in the segments of Life, Health, and Industry.

The customer had 100s of branches all over the country and they were scaling rapidly. They faced challenges in deploying security infrastructure as they were growing. The company wanted to have a Public Key Infrastructure (PKI) and it was so complex as they had to make them pass through their VPN network and they abandoned the endeavor itself.

They went with pre-shared key solution and they traded their security needs for a simplified network architecture and easier deployment. However, even this wasn't scaling as they expected and they wanted to look at an alternate solution. Their specific needs included:

- Private, on-premise SD-WAN cloud hosting their own edge, hub, controller and configurators
- Simplified network monitoring and management
- Deploy PKI security infrastructure that was easy to manage and scale



# Solution selection: VIVA SMOAD

## Software-defined Mobile Aggregated Data

The customer opted for an SD-WAN solution and decided to go with VIVA SMOAD. It satisfied all their needs in terms of deployment, security, management, configuration, turn-around times and ability to manage the network with a small team.

VIVA SMOAD provided them with the ability to do centralized management with outcome-driven networking. It also provided the customer with traffic shaping QoS to prioritize one form of traffic over others based on their business policies. SMOAD was implemented at all their branches in addition to their corporate offices. This also has redundant mobile data to ensure 100% SLAs when it comes to connectivity.

SMOAD enabled them to deploy a PKI solution that was both scalable and easy to manage. The solution encompasses automatic key rotations, and device certificates are controlled by SMOAD configurator.

We began with a POC at a couple of their branches and their corporate office. Once it proved successful, this was rolled out across all their retail outlets. VIVA also enabled bandwidth at many of their locations where they didn't have stable Internet connectivity and in some remote locations, we managed it with the mobile aggregation feature of SMOAD.

Each of the SMOAD devices were pre-configured and the implementation at the branches took about an hour with SMOAD Edge at each of the locations with 4G mobile data backup.

### Challenges

- 1 Needed secure network infrastructure across all their branches
- 2 Wanted to scale faster in line with their growth plans
- 3 Wanted a private cloud-infrastructure being a very data-sensitive segment
- 4 Heavy responsibility and load on their small in-house IT staff as they were managing heterogeneous networks
- 5 High cost of network infrastructure



## Advantages

- 1 Security & Simplification – PKI infrastructure; ease of managing VPNs, keys and digital certificates
- 2 Addition of new branches to the network is done in minutes as opposed to days and weeks
- 3 Reduced implementation time and consolidation of business policies and distributing them across locations
- 4 Traffic shaping that improved performance across the network
- 5 Cloud ready infrastructure allowing addition of future off-premise cloud applications easily

## Benefits of this solution

- 1 **Security & Simplification**  
Strong PKI security infrastructure with dramatic simplification in defining and managing VPNs, keys and digital certificates
- 2 **Highly scalable**  
Plug 'n' play is how we would describe implementation of SMOAD at all the branches. You plug it in and you are good to go in minutes.
- 3 **Ease of management**  
Reduction in time, consolidating business policies and distributing them across thousands of sites
- 4 **Improved performance**  
Traffic shaping allows critical traffic to flow easily in the network due to allocation of priorities and never do you see data speed stuttering at any point
- 5 **Cloud ready**  
Being cloud ready with their SD-WAN infrastructure such that they can add future off-premise cloud applications to their network

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