

# Providing Simple, Safe Contractor Access to Internal Applications

## Executive Summary

Digital transformation continues to reshape businesses globally. The workforce ecosystem is becoming wider, and many companies are providing third parties — such as contractors, suppliers, and partners — access to enterprise applications that sit behind the firewall. The reasons behind this are varied, but one thing is imperative: Access needs to be secure since these user groups are outside of your zone of control.

CONTRACT WORKERS  
ACCOUNT FOR  
 **20-60%**   
OF THE WORKFORCE  
AT NEARLY  
**ONE OUT OF EVERY TWO**  
COMPANIES.<sup>1</sup>

Historically, for IT, this has meant providing VPN or VDI and a variety of other solutions, including client-side hardware and/or software, security, IAM, and policy-related configuration, to ensure that each user has access to the network and the necessary applications. Additionally, many IT departments took the extra step of physically sending hardware to a contractor or supplier in an effort to strengthen security controls. But, this practice is unscalable and unsustainable for most enterprises, and many breaches still occur through lost, stolen, or misused credentials by third parties.

Because of this, many businesses are embracing a zero trust security model, which assumes a “verify and never trust” policy. In this approach, every device and user is authenticated and authorized before applications or data are delivered, and access is provided only at the application level versus the network level. Additionally, application access is monitored through logging and behavioral analytics.

## Risks of Traditional Access Technologies: Why Is This an Urgent Problem?

Conventional access technologies were created for the networks and business environment of yesterday. Most access systems are cobbled together by different technologies and are complex for IT to manage, not to mention unsecure. Legacy access solutions, like VPN, create points of entry to an organization’s network by creating a hole in the firewall. In the event of a breach, this allows for lateral movement and for a user to go beyond the application(s) they have access to.



**20%**  
**OF COMPANIES**  
REPORT BREACHES COMING  
FROM AUTHORIZED  
CONTRACTORS OR VENDORS  
GAINING UNAUTHORIZED  
ACCESS.<sup>2</sup>

VPNs also lack intelligence. It takes a VPN combined with a number of additional systems to actually deliver connectivity and manage the complexity of everyday onboarding, offboarding, and general tracking. And there aren’t validations on who is entering. It’s simply correct or incorrect user credentials.

**ABOUT ONE IN FOUR**  
**BUSINESS LEADERS (23%)**  
DON’T HAVE A CLEAR LINE OF  
SIGHT INTO HOW MANY CONTRACT  
WORKERS THEIR COMPANY ENGAGES.<sup>3</sup>



As a result of the security risks, complexity of setup, and lack of visibility into user access for compliance and reporting purposes, traditional access technologies must be retired. Businesses need to transition to a system that enables easy implementation of remote restrictions for tailor-made application access that frees up both valuable IT resources and obstructive budget constraints.

## Using Cloud for Simple, Secure Contractor Access

Faster, simpler, and more secure access solutions that can help you move to a zero trust security model already exist in the cloud. A cloud-native access solution can close all inbound firewall ports, while ensuring that only authorized users and devices have access to the internal applications they need, and not the entire network. This means that no one can access applications directly because they are hidden from the Internet and public exposure.

