



## Business-Services Company Chooses Enterprise Application Access for Sales-Portal Management

AKAMAI CASE STUDY

### Requirements

- Create a portal for sales to access internal applications while on the road or at customer sites
- Support SharePoint, Splunk, intranet sites, and QA staging sites
- Simple configuration and setup without holes in the firewall or additional software

### The Company

A software-as-a-service firm leads the human capital management industry by automating a variety of business functions: payroll management, acquisition, human resource administration, and more. The nature of its offerings positions the business as a front-runner in technology and networking. In line with this, and in order to facilitate sales productivity, company leaders recently rolled out plans to create a portal to log into mission-critical internal applications.

### Situation

The IT team started this process by connecting with a security vendor that promised a seamlessly integrated access policy manager. As the solution was deployed, multiple problems arose, including difficult setup, broken applications, and maintenance issues. Despite the hefty financial and labor investments poured into this vendor's solution, the IT team knew they had to explore a better fit.

### Why Akamai?

Under pressure to make a better decision, the company's IT team synced with their security team, and together they discovered Akamai's Enterprise Application Access, a cloud-based tool that delivers secure, seamless remote access. During the initial demo, both IT and security were astounded by the simplicity of setup and how easily the product "worked out of the box."

From there, the customer initiated a trial period and commented on how much "less care and feeding" was required in comparison to its original solution. Additional benefits realized included the ability to publish new applications and user groups in less than 30 minutes, application access without VPN tunneling or holes in the firewall, end-user access from any device, and a customizable login portal and landing page.

Today, the customer is utilizing EAA for a portion of the sales management team, and looks forward to extending the platform to the entirety of the group.

As the world's largest and most trusted cloud delivery platform, Akamai makes it easier for its customers to provide the best and most secure digital experiences on any device, anytime, anywhere. Akamai's massively distributed platform is unparalleled in scale with more than 200,000 servers across 130 countries, giving customers superior performance and threat protection. Akamai's portfolio of web and mobile performance, cloud security, enterprise access, and video delivery solutions are supported by exceptional customer service and 24/7 monitoring. To learn why the top financial institutions, e-commerce leaders, media and entertainment providers, and government organizations trust Akamai, please visit [www.akamai.com](http://www.akamai.com), [blogs.akamai.com](http://blogs.akamai.com), or @Akamai on Twitter. You can find our global contact information at [www.akamai.com/locations](http://www.akamai.com/locations). Published 04/18.