



Chemence Increases Remote Connectivity, Strengthens Security, and Realizes Cost-Efficiencies Adopting Zero Trust Network Access

Chemence Accelerates Business Growth & Maintains Compliance with Zentry Trusted Access



“Zentry Trusted Access saves us significant time and money when provisioning secure remote access for the vendors and partners we do business with. With Zentry, it seems I’m constantly finding new ways to use the solution.

Zac Valentine
IT Director
Chemence

Challenges

Chemence’s rapid process innovation requires contractors and 3rd parties to install, configure, and maintain software and hardware.

- Traditionally, people have traveled on-site to perform equipment installation and maintenance.
- Scheduling on-site visits for auditors sometimes took as many as six months.
- Due to security concerns and technical complexities, many assets cannot be exposed to the internet.
- An on-site visit can exceed \$5,000 for upgrades or repairs with some of their assets.

The Solution

Zentry Trusted Access allows Chemence to grant secure remote access to employees, contractors, vendors, and other 3rd parties to securely interact with all of their internally secured assets. This enables them to quickly coordinate any modifications, greatly expediting the turn around times of the past.

Benefits

For Chemence, Zentry has streamlined remote accessibility and reduced complexity, while at the same time reducing the attack surface for secure remote access and VPN headaches for end users.

- Zentry’s clientless zero trust network access (ZTNA) solution gives external users secure remote access only to specific authorized applications via a simple web URL and harnessing Multi-Factor Authentication.
- Chemence now saves significant time through days of turnaround time, not months.
- By no longer needing external parties to come on-site, Chemence is potentially able to save thousands of dollars per event.
- Due to the nature of the ZTNA’s inherent functionality, there is no risk of an externally compromised endpoint of having the ability to gain data access to the internally secured asset.

About Chemence

Chemence manufactures polymers, sealants and adhesives for consumer, commercial and medical industries. Founded in 1983, Chemence has corporate offices in Georgia, USA and throughout Europe, as well as sales and support offices worldwide. “There are adhesives everywhere, they are used in products and devices you use every single day without ever thinking about it,” notes Valentine.

Chemence has grown significantly since its inception due to many innovative products, new buildings, and an expanded R&D facility. This growth has necessitated expensive on-site visits by external vendors and contractors who setup and maintain equipment Chemence needs to create new products, ensuring quality and compliance.

Challenges

Over the years, Valentine has struggled with enabling connectivity to vendors and consultants. Bringing them on-site is very expensive, costing upwards of \$5,000 per day plus travel expenses. Connecting product development tools to the internet, however, is not an option: doing so would risk external security threats and invite significant additional compliance challenges that would make audits more difficult.

The Solution

While Valentine could create a VPN tunnel specifically for remote access, VPNs offer network-level connectivity that could expose other equipment to potential compromise or misuse. Valentine has never considered this an option because of its possible ramifications.

Discussing his challenges with a colleague, Valentine heard about Zentry Security. After learning more about how Zentry enables secure application-specific access, Valentine initiated a trial. Once he saw how Zentry Trusted Access’ policies worked with security groups, allowing very granular control, he could see many other possibilities in enabling remote access, especially for 3rd parties who traditionally make site visits.

Now, rather than requiring vendors and consultants to travel to Chemence’s facilities, Valentine can quickly and easily connect them to sensitive equipment securely. “They can log in remotely from wherever they are and configure the system. And it might be 10 minutes of work. The amount of money Zentry saves is tangible, and it improves our response times greatly,” said Valentine.

Making Business Insights More Actionable

Valentine has also struggled with displaying vital business intelligence information within the corporate campus in Georgia. Chemence has distributed numerous monitors which are dedicated to displaying metrics for specific applications across the environment. “We’ve spent a lot of money on these machines, and we want to make sure they’re working at peak efficiency,” Valentine said.



“The potential I see with Zentry is kind of endless; there are so many applications that I see benefiting us. There is still so much more I need to implement.”

Zac Valentine
IT Director
Chemence

Before deploying Zentry, if executives wanted to interact with the monitors, they had to bring a keyboard and mouse. Now with Zentry, Valentine can give user privileges to executives so they can interact with the business intelligence software displayed on monitors. "It takes 30 seconds, instead of five or ten minutes using other tools. Zentry has just become instrumental," he stated.

Reducing Friction & Accelerating Sales

Chemence is very attuned to reducing friction in their business. Mechanically, friction can destroy a product development machine, but according to Valentine the same goes for software – removing barriers and streamlining sales order and entry, as well as access to information is crucial. But their organization had struggled with a chatty accounting application that clogged up their point-to-point VPN, taking workers as much as several minutes to open certain files.

Instead, Valentine set up a remote server with Zentry so developers and operations teams can log in using multi-factor authentication. Files now take seconds, not minutes to open, speeding up the order entry process and every other task dramatically. "Now they log in with Zentry - poof! - the application is there and responsive in far less time. No perceptible latency is just a massive, massive benefit and has reduced such massive headaches for the accounting folks," he added.



Zentry Security enables small- to medium-sized enterprises (SMEs) to realize the benefits of zero trust security in a simple and cost-effective way, by securing remote access to any application, anywhere—in the cloud or on-prem. By combining best-in-class remote network access with enterprise-class security capabilities in one easy-to-use solution, Zentry Security improves end-user productivity and collaboration while eliminating the threat of a data breach, but without the excess complexity and configuration typical of VPNs. Learn more at www.zentrysecurity.com

Zentry Security, Inc, 1371, McCarthy Blvd., Milpitas, CA 95035

E: info@zentrysecurity.com

T: 1.866.4.ZENTRY

W: www.zentrysecurity.com

F: 408.240.8754

