# Three global businesses modernise their networks and security with Managed SASE

How Telstra Digital Infrastructure Managed Secure Access Service Edge (SASE) helped strengthen security, improve network performance and simplify operations for three global organisations.

Where should we start?

**Case Study 1: Global shipbroking firm**
When legacy connectivity holds the business back

**Case Study 2: Global law firm**
When remote work outgrows the network

**Case Study 3: Global sportswear manufacturer**
When cloud access needs stronger security

Telstra

**Global Shipbroking Firm**
When legacy connectivity holds the business back

**Case study**

**IT Director**
Poor connectivity across our offices is affecting user experience, and ageing firewalls raise security concerns. We need stronger global networking and protection. Where do we begin?

**AI Assistant**
Telstra tackled similar challenges for another shipbroking firm with poor connectivity and concerns about its existing firewalls. Would you like to see how they approached it?

**IT Director**
How similar was their business to ours? Could you tell me a little more about the company? Where were they based, and how big were their operations?

**AI Assistant**
The customer is one of the largest shipbroking firms in the world, with more than 300 employees, including over 200 brokers working across a global network of offices.

**IT Director**
What was Telstra's overall approach? What did they propose? Did they offer ongoing support once the new solution was in place?

**AI Assistant**
Telstra ran a proof of concept before rolling out a fully managed, single-vendor SASE solution. It refreshed connectivity, firewalls and routers, then provided ongoing proactive monitoring, security support and technical assistance.

**About the company**

- Among the world's largest shipbroking firms
- Headquartered in the UK
- Over 300 employees, including 200+ brokers
- Operations across 15 global locations



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**Global Shipbroking Firm**
When legacy connectivity holds the business back

**Case study**

**IT Director**
Network performance is a huge concern. We need reliable connectivity for critical maritime communication tools and data transfers. How did Telstra address this?

**AI Assistant**
Telstra deployed cloud-managed SD-WAN across 15 global locations, ensuring reliable, efficient connectivity for all applications, including critical maritime communication tools and data transfers.

**IT Director**
Our employees also need secure access to cloud applications and resources, anytime, anywhere. How did Telstra handle that part?

**AI Assistant**
Telstra deployed cloud-managed Security Service Edge (SSE), giving employees secure access to cloud applications and resources from any location. It formed the security layer of the fully managed SASE solution.

**IT Director**
How was the SASE solution integrated with the firm's existing environment, and what visibility did the team have into network performance and user experience?

**AI Assistant**
Telstra integrated the solution with existing Wi-Fi, LANs, data centres and applications. Autonomous Digital Experience Management (ADEM) gave the team end-to-end visibility of user experience, so issues could be spotted early.

**Key priorities**

- Improve connectivity and user experience across global offices
- Ensure reliable performance for critical maritime communications and data transfers
- Refresh ageing firewalls and strengthen network security
- Provide secure access to cloud applications from any location
- Gain better visibility into network performance and proactively address issues



Telstra

**Global Law Firm**
When remote work outgrows the network

**Case study**

**Network Director**
Our law firm has shifted to remote work, increasing video calls and SaaS use. We're struggling with bandwidth, network visibility and security. Have you seen this before?

**AI Assistant**
Yes. Telstra worked with a UK-based law firm whose share of staff working remotely grew from around 20% to 100%. It needed more capacity, resilience, visibility and control.

**Network Director**
That sounds a lot like us. We're also worried about security incidents exposing the wider business and damaging our reputation. Was the firm facing similar risks?

**AI Assistant**
Yes. Several security incidents had raised concerns. So the first step was a security assessment to find where the firm was most exposed.

**Network Director**
That's the kind of approach we need. How did Telstra turn those requirements into a practical solution and prove it would work?

**AI Assistant**
Telstra developed a high-level design around the firm's current and future requirements, then ran a proof of concept to demonstrate the approach and give the customer confidence.

**About the company**

- Global law firm headquartered in the UK
- More than 400 lawyers and 1,000 staff
- Works across more than 180 jurisdictions



Telstra

**Global Law Firm**
When remote work outgrows the network

Case study

**Network Director**
How did Telstra translate the design into a global rollout? We need a strategy that works across a complex global footprint that doesn't add to our team's workload.

**AI Assistant**
Telstra implemented fully managed SASE across 15 global sites, combining enterprise-grade internet connectivity, SD-WAN and SSE. It also provided cloud-enabled security for data centres, branches and mobile users.

**Network Director**
How did they keep security consistent? Our staff need secure access to applications in the cloud, in data centres and on the internet, without fragmented policies.

**AI Assistant**
Branch offices connected through IPsec VPN and mobile users through secure remote access VPN client. Firewall, DNS security, threat prevention and data loss prevention (DLP) policies were managed through one policy framework. Telstra

**Network Director**
How did Telstra make the service workable day to day? We need to reduce the management burden on our team and make the commercial model fit our cash flow.

**AI Assistant**
Telstra tailored the commercial model to the firm's cash flow and delivered SASE as a fully managed service, reducing the need for in-house network management.

**Key priorities**

- Ensure productivity across a fully remote global workforce
- Strengthen network capacity, resilience and visibility
- Improve security posture across global operations
- Reduce in-house network management burden



Telstra

**Global Sportswear Manufacturer**
When cloud access needs stronger security

**Case study**

**Head of IT**
We need a cost-effective way for employees to access cloud applications from any location or device. It must also integrate with our existing cybersecurity tools. Can Telstra help?

**AI Assistant**
Telstra helped a global sportswear manufacturer with more than 1,000 stores. It needed secure cloud access, optimised network performance and a cost-effective approach that worked with its existing security tools.

**Head of IT**
What did Telstra implement for secure cloud access and network performance? Were these addressed through different solutions?

**AI Assistant**
Telstra implemented managed SSE for secure cloud access and consistent security policies, and SD-WAN to optimise network performance for users and applications. Telstra

**Head of IT**
We've already invested in cybersecurity tools. How did Telstra integrate the new platform with the company's existing tools, and who managed deployment and ongoing support?

**AI Assistant**
Telstra integrated the new platform with the sportswear manufacturer's existing cybersecurity tools to align with its cloud strategy. Telstra's experts handled configuration and deployment, then provided ongoing managed services.

## About the company

- Global sportswear manufacturer
- Produces sportswear and accessories
- Operates over 1,000 stores worldwide

## Key priorities

- Secure cloud access from any location or device
- Improve network performance across users and applications
- Integrate with existing cybersecurity tools
- Adopt a cost-effective cloud security platform



# Facing a similar challenge?

Telstra Digital Infrastructure Managed SASE brings your network and security together under one team, with 24/7 expert management and a service that grows with your business.

Talk to a network specialist

Explore Managed SASE