

Reduce costs. Improve security. Support growth.

Our client success stories demonstrate the benefits of secure, simplified network management.

Together, NTT DATA and Palo Alto Networks are providing impressive returns to enterprise clients

As innovators in an AI-driven world where business disruption is the norm, NTT DATA and Palo Alto Networks are working together to design and implement solutions that exceed our clients' expectations. Here, we present three client success stories that show how our unique approach, AI-enabled integrated platforms and over five decades of experience make a real difference.

Our featured solution is Managed SASE (secure access service edge), a fully managed, integrated networking and cloud security solution.

Why Managed SASE

Organizations deal with growing complexity in their IT, security and network environments. Factors like digital transformation, increased attack surfaces, hybrid workforces and migrating to public, private or hybrid cloud are contributing to this complexity. Our Managed SASE solution helps you navigate these challenges, fast-track digital transformation and work more securely and flexibly.

When you partner with the right technology provider to implement Managed SASE, you benefit from faster transactions, better throughput, higher revenue, cost savings and full visibility across your network environment, with zero trust enforcement across all use cases, locations, users, devices, applications and data.

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When asked about changes resulting from SASE adoption, **61% of survey respondents** described their organizational security posture as **'improved'** or **'drastically improved'** and **65%** described their network performance as **'improved'** or **'drastically improved'.**”

IDC's SSE/SASE Buyer Adoption Survey, March 2024

Network transformation

1. Improved security, productivity and user experience, with reduced costs, for a multinational beverage company

A leading global beverage company with a diverse portfolio of soft drinks enjoyed by millions has an extensive network infrastructure. It encompasses 160 manufacturing sites, warehouses and branch offices, including thousands of network devices in more than 70 countries.

The network is the backbone of their strategy to increase their operational agility, foster collaboration and become a digital-first business.

Business need

A well-managed global network from a single provider

The organization has a complex network spanning countries around the world. This complexity led to high costs, inflexible services, security risks and suboptimal performance.

To address these challenges, our client wanted a managed service (network as a service) from a single vendor that would consolidate their tools, legacy assets (such as hardware) and vendors to deliver benefits including:

- More visibility across devices, tools and vendors to identify issues
- Faster responses to issues, including the ability to identify the source of an issue and then respond, rectify the issue and implement changes
- Simplified, reduced and consistent costs with a monthly recurring opex model
- Rapidly deploying modern security features without reinvesting in on-premises hardware to upgrade security
- A platform integrating the latest technology solutions to enable smart manufacturing initiatives, automation and logistics

Solution

NTT DATA's Network as a Service (NaaS), which includes Palo Alto Networks Prisma SASE, helped the client move away from on-premises security solutions.

Our solution included operating, maintaining and transforming their network. This involved acquiring and managing the existing network estate, provisioning hardware and software, providing on-site services and tailored support, moving services to the cloud and applying flexible pricing through a subscription model with SLAs and service credits. NTT DATA's NaaS offering, powered by an AI-enabled platform, generates insights into network health, performance and behavior through advanced AIOps capabilities. It also enables proactive monitoring, improved management and faster issue resolution.

Outcomes

- The client future-proofed their network with innovative and improved capabilities built into the NaaS offer.
- Having switched to a flexible, pay-as-you-use model, they can now predict expenses more accurately, allowing for better budget management.
- Performance improved significantly, with a drop in the monthly volume of support tickets and a 30% faster resolution time, leading to a 90% reduction in total ticket volumes.
- Security was also strengthened, with all known network vulnerabilities patched when the service started. The user experience was improved by customizing performance based on user identity, location and device.
- Costs were reduced by implementing an outcome-based budget at site level, preventing cost overruns and providing the flexibility to add devices. Eliminating on-premises hardware solutions and software subscription licenses further contributed to these savings.



Managed network security

2. A robust security posture for a global IP management provider

As a leading provider of intellectual property (IP) services, our client uses their knowledge of international law to safeguard and optimize their customers' IP portfolios. The security of information and other assets is fundamental to their success.

Business need

To meet their evolving business needs, the client wanted to transform their legacy network into an intelligent and secure network, prepare for cloud migration and increase network resilience. They also wanted to lower the total cost of ownership (TCO) by optimizing their network infrastructure.

Solution

NTT DATA's Managed SD-WAN with Managed Prisma SASE (Palo Alto Networks) and Managed Detection and Response

Core to our solution was optimizing, securing and managing all connections across the client's global network.

- **Managed SD-WAN**

This service includes the underlay and overlay networks, ensuring seamless connectivity and optimized performance across the client's entire network infrastructure.

- **Managed Prisma SASE (Palo Alto Networks)**

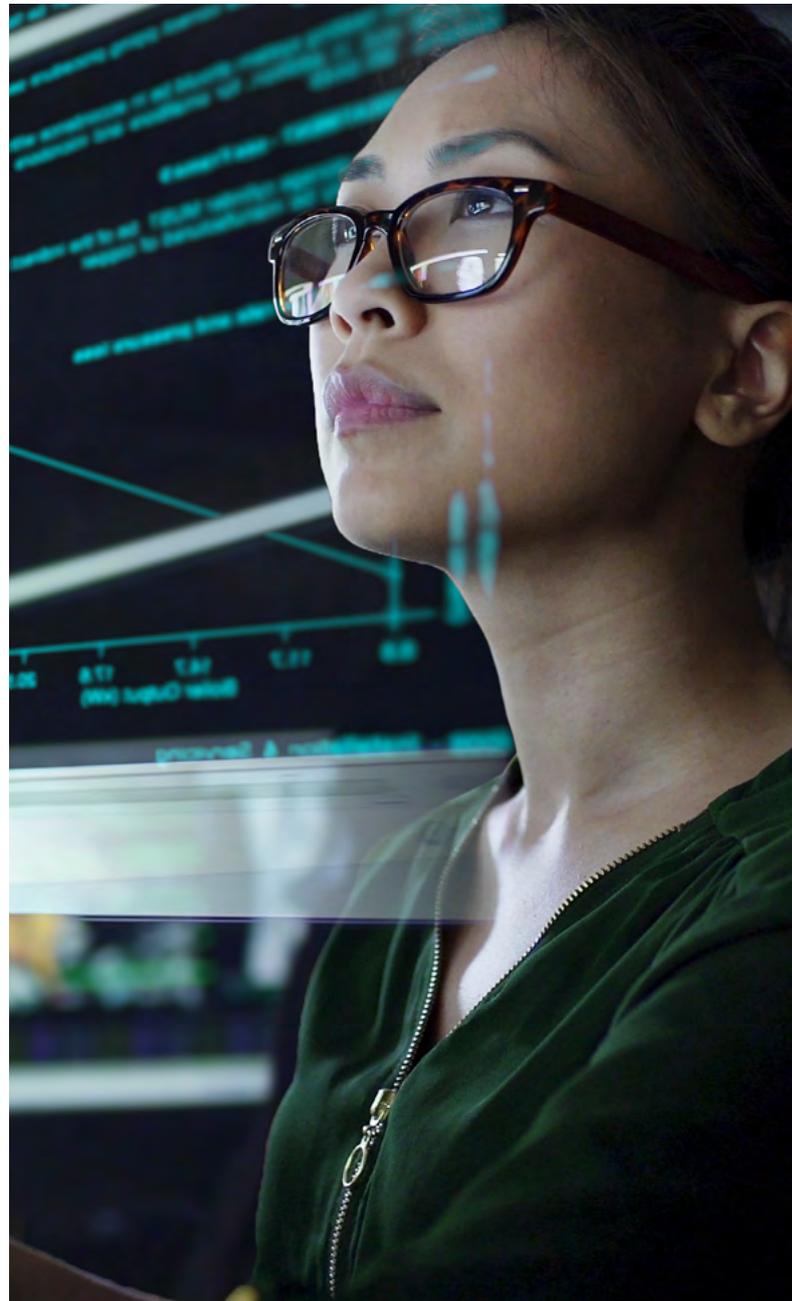
By integrating SASE from Palo Alto Networks, we provided a robust security framework that combined network security functions with WAN capabilities to support secure and efficient cloud migration.

- **Managed Detection and Response**

This service strengthened the client's security posture by continuously monitoring the network for threats, enabling quick detection and facilitating a rapid response to potential security incidents.

Outcomes

- A modern, optimized and cloud-ready managed network with reduced TCO
- A single global network that is scalable and secure
- Better network quality and performance
- Efficient cloud adoption and migration
- Secure employee access (including those not on the VPN) to reduce employee and client risk
- Cost optimization with reduced capex (no more hardware ownership) and stronger network security preventing financial losses
- Network and security unification to help identify attack patterns, reduce the time spent on false positives and contain breaches swiftly



Managed network security

3. Supporting the growth of a multinational natural health company

Our client, a leading natural health company, has over 1,000 employees in countries across Asia Pacific. Their vision is to connect people and pets to the healing power of nature, backed by science.

Business need

Our client was rapidly expanding and needed to seamlessly integrate new acquisitions into a single environment with standardized processes. Their operational costs were climbing, and their legacy network wasn't secure, agile or resilient enough to help them grow their business.

Solution

NTT DATA's Managed Campus Network with Managed Prisma SASE (Palo Alto Networks)

After consulting with the client on their business objectives and current network environment, we conducted a network audit. Our solution — to implement Managed Campus Network with Managed Prisma SASE — enabled them to transform their network infrastructure and strengthen their security posture.

We deployed Prisma SASE from Palo Alto Networks, giving the client a single zero trust network access platform. This solution meets the diverse needs of the client's users across the Asia Pacific region, bolstering security and streamlining the user experience.

Outcomes

- A stronger network performance, fewer outages and emergency upgrades, and a reduced need for network management thanks to proactive monitoring and the timely release of critical patches to address vulnerabilities during quiet periods
- Better security through a zero trust network access SASE solution, unifying network and security with full visibility and access
- A positive client experience in moving to an outsourced managed service model

Contact us

Speak to one of our consultants to explore what we can do for you.

