THALES

Building a future we can all trust

Thales and IP4Sure link cybersecurity with optimal user experience

The rise of hybrid work and the increasing number of cloud solutions are putting pressure on traditional security policies. A firewall around a campus network is no longer sufficient and the combination of login name and password appears to be very vulnerable. On top of that, the threat landscape is getting bigger and more complex and the intrusion attempts of cyber attackers are becoming more sophisticated. Organizations will have to look at their access management and authentication services differently. Thales, together with platinum partner IP4Sure, is investing a lot of time and knowledge in the development of a range of solutions that make passwords superfluous and multi-factor authentication (MFA) a matter of course.

The password has been a vulnerable link in the security chain for years. Now employees are being offered more and more individual applications, sometimes on-premises but often in the cloud, they need to log in more often. You see that the same credentials are often used, with the result that once captured, passwords can cause great damage. What you want is an identity and access management platform that provides single sign-on combined with multi-factor authentication. The user only has to log in once, but this is done in a secure manner, for example, by using biometric recognition or by using an authentication app on the smartphone. In doing so, you optimize access security without compromising on ease of use.

Thales and platinum partner IP4Sure have been working together for years with this strategy.

The Challenge

IP4Sure is a well-known name in the market for cybersecurity solutions. The Dutch security specialist supports its customers with vulnerability management, MFA, a Security Operations Center (SOC) and incident detection & response. IP4Sure's customers are very diverse: its portfolio includes government institutions, healthcare organizations and the manufacturing sector. One connecting factor is that they are all looking for a reliable login solution. In addition to validating identities, it has to provide insight into the security status of the IT environment. Reporting possibilities and insight into (non-standard) employee behavior are crucial for the implementation of a good security policy. In this way, the organization maintains control from the point of view of security technology. Another prerequisite for the solution is that it is easily scalable, depending on the number of employees working and needing access to certain information. An employee must have access at the right time to the right application at the right security level. Without compromising on ease of use.

Inherent in the demand for a scalable solution is the demand for a flexible payment model. Paying according to use has been increasing in popularity in recent years. Because the number of users of an MFA solution often varies, organizations also want to be flexible and save costs.

IP4SURE

" SafeNet Trusted Access is simpelweg één van de sterkste access management."

– Tom Heesmans, Security Architect bij IP4Sure

The Solution

With the Thales SafeNet Trusted Access (STA), IP4Sure offers the best of breed solution for its customers. In Thales, the organization found the only security specialist that goes a step further than classic two-factor authentication with a highly scalable and flexible cloud-based solution. STA is an access management service that combines the convenience of single sign-on with powerful authentication capabilities. Password problems are a thing of the past, as employees never need to know important passwords. By validating user identities, enforcing access policies and applying smart single sign-on, organizations give users secure and easy access to numerous cloud and web-based applications from one easy-to-navigate console. IP4Sure offers its customers Fido or smart cards, among other things. These USB tokens or physical cards allow users to easily log on to their devices with a built-in card reader. And authentication apps are also becoming increasingly popular these days.

To meet the demand for more flexibility in payment models, IP4Sure uses the usage-based billing model. Twan Wouters, co-owner of IP4Sure: "The market is changing. Organizations are increasingly paying according to usage. STA's scalability makes this easy to achieve. In the past, we would sit down with our customers every two or three years to discuss renewal. That official decision moment is now gone. Of course, we still regularly evaluate whether everything is going according to plan, but the pressure is off a bit. We offer the same product, only the distribution model is different. One that fits in very well with the wishes of our customers."

The Results

SafeNet Trusted Access is a rich platform built for all types of organizations. It helps companies to stay in control and keeps application and user management manageable. The single sign-on option allows users to easily connect to other cloud applications, such as Salesforce or Office 365, with a single entry point. This gives them a complete overview at once. In addition to the benefits for users, IP4Sure's customers get greater insight into their IT environment. For example, it can be used to chart how long users have been offline. Policies can then be made on this basis. If an employee has not logged on for 90 days, for example, you can choose not to grant him access to certain applications, thus saving on licenses.

Tom Heesmans, Security Architect at IP4Sure: "Put simply, SafeNet Trusted Access is one of the strongest access management and authentication solutions on the market. With the acquisition of OneWelcome, Thales has strengthened its position in the market and continues to develop technically. With STA

woven into our existing services, our customers have the peace of mind that their users can securely access applications wherever they are."

"If a customer chooses STA, we can handle the rollout very quickly," continues Heesmans. "The solution is easy to fit into any existing IT structure. Depending on the requirements and size of the customer, we can have the solution up and running in a week. This includes the preliminary process, the (technical) implementation and giving instructions. And the support from Thales is strong: they have a high level of commitment towards their partners. The lines of communication are short. As a result, we never considered switching to another security provider."

Conclusion

SafeNet Trusted Access is designed to help companies not just survive but excel in the digital world. Security and an optimal user experience go hand in hand in this respect.

About Thales

Thales (Euronext Paris: HO) is a global leader in advanced technologies, investing in digital and "deep tech" innovations – connectivity, big data, artificial intelligence, cybersecurity and quantum technologies – to build a confident future crucial for the development of our societies. The Group provides its customers – businesses, organizations and governments – in the defense, aeronautics, space, transport, and digital identity and security domains with solutions, services and products that help them fulfil their critical role, consideration for the individual being the driving force behind all decisions.

Thales has 81,000 employees in 68 countries. In 2021, the Group generated sales of €16.2 billion.