



## Real-Life Customer Case Study

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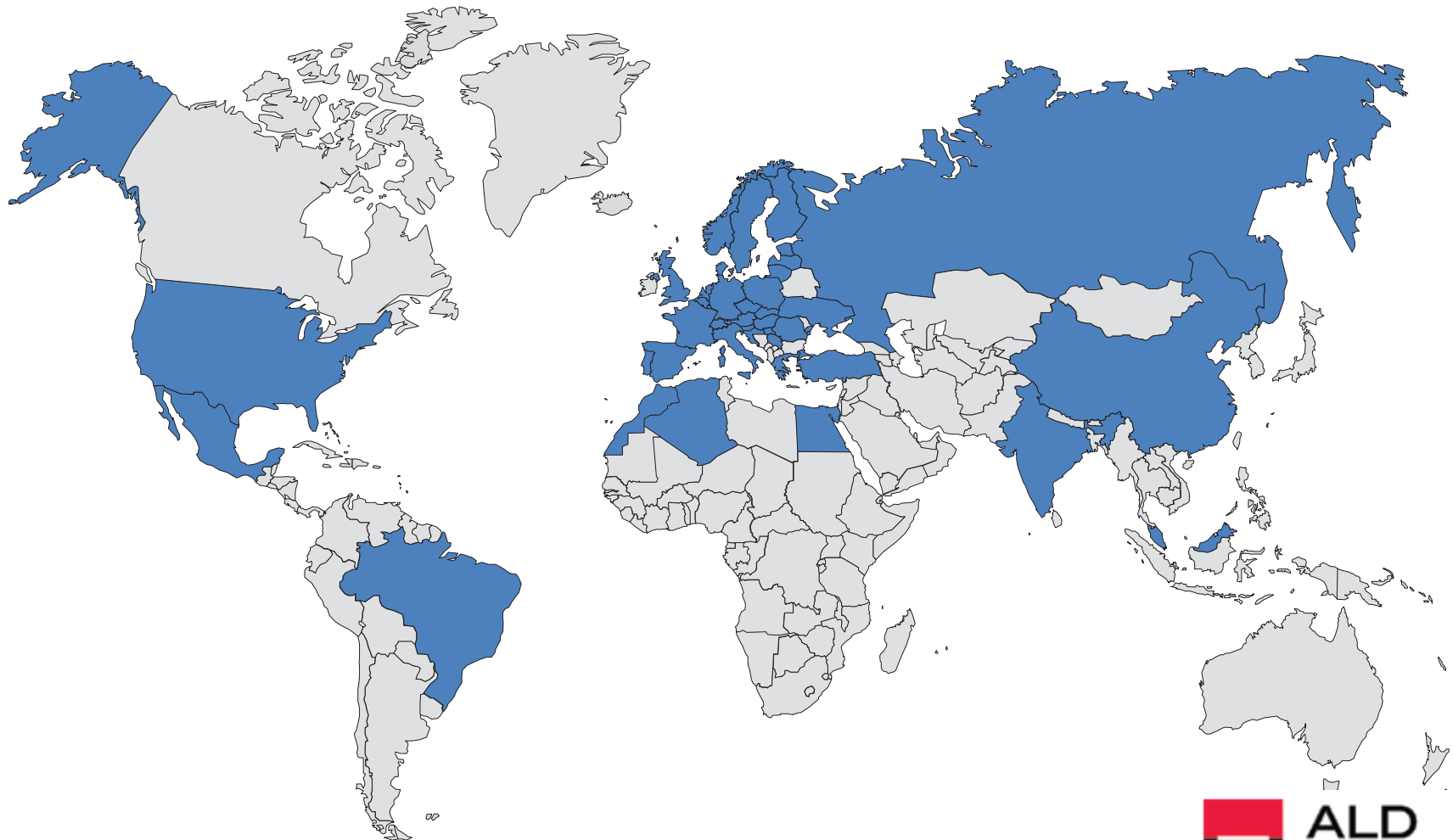
*Webcast with Gartner Group*

# ALD Automotive at a Glance

- A leading car leasing company in Europe
- Offering 2 main services:
  - Fleet funding and management
  - Fleet management only
- Fully owned by Société Générale bank  
(163,000 employees, #102 of Forbes G2000 list)
- Managing close to 800,000 vehicles on 4 continents
- Annual growth rate : 9.4% over last 5 years

# Global International Presence

ALD Automotive is located in **39 countries** worldwide



# The issue to solve

- Architecture issue
  - Many remote locations → high latency hauling the traffic back to a central Proxy
- Control and Visibility issue
  - Need to better control use of the Web, prevent abuse and get informed on abuse
- Protect against new security threats
- Reduce complexity and cost:  
SaaS Mode imposed itself as the right architecture
  - Open local Internet access in each country for performance
- 3 SaaS solutions were compared


## Criteria for selection:

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- Latency
- Worldwide footprint of Cloud
- SSL decryption
- Log conservation duration = 1 year, for legal constraint reasons
- Protection of mobile users
- Single admin interface
- Reporting and access to consolidated logs, per group /country
- Nice to have: Bandwidth control
- Flexibility & support of the supplier for developing / adapting features

# Benefits for ALD Automotive

- Deployment carried out smoothly in 39 countries
- Benefits for users: high speed
- Benefits for admins: easy to deploy and manage
- Homogeneous policies across global user population
- CISO permanent control made easy
- The assurance of being protected against recent threats
- Cost reduction
- Bandwidth consumption on the WAN reduced by 50%

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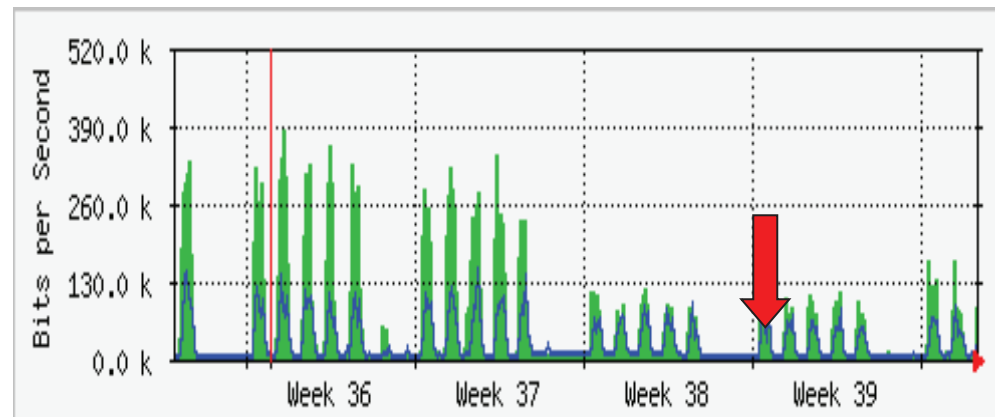
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