



# Enabling Partners with Simple, Private Application Access

## Introduction and Opportunity:

For many companies, enabling and utilizing third parties is crucial to remaining competitive. Moreover, analysts predict that company use of third parties will increase substantially, resulting in significant productivity and financial benefits.<sup>1</sup>

Nonetheless, a thorough systematic and effective enabling of third parties with the access they need to applications and data remains a formidable challenge for IT.

Until now.

Application Access Cloud™ by Axis Security is a zero-trust application access platform that simplifies, accelerates and secures third party application enablement and management.

## The Increasing Importance of Third Parties

Many organizations already use third parties extensively to augment their capabilities, leverage external innovation, outsource activities, or cut costs. This can include outsourced IT or development, call centers, supply chain partners, and many more. This is because third parties with cutting-edge capabilities and tailored offerings can give firms a disruptive advantage. A third party's packaged value proposition can amount to something far superior to that which an organization could develop on its own.

Additionally, third parties can provide geographical reach, scale, and flexibility that often even global institutions can't match. These benefits can be particularly advantageous to agile institutions that are looking to add locations quickly, or want to offer services in markets that would otherwise be unprofitable or risky.

<sup>1</sup> (<https://www.bizjournals.com/boston/feature/5-things/2016/05five-things-to-know-about-managing-third-party.html>)

# Opportunity Lost: Access, Risk and Complexity:

Unfortunately, when it comes to executing partnerships, business and IT security operations consistently face conflicting interests. The business wants to improve competitive advantage through the quick deployment of data, enabling applications to new and existing partners. But IT wants to minimize security-related risks from bad actors, untrusted partners and even employees.

Often, when it comes to partner application access, it is assumed that these goals can't align. Conventional wisdom accepts that enabling third party access correlates with an inordinate, and often unacceptable, increase in business risk.

Why?

Because existing application access technologies, such as Virtual Private Networks (VPNs), unintentionally expose potentially vulnerable applications and open networks to more threats, from the Internet and the untrusted partner-user base. These threats and newly exposed attack surfaces conspire to facilitate breaches and data loss.

But the complexity is often the final nail in the partner enablement coffin. As more applications make the move to the cloud and users become more mobile, manually-managed hardware-based solutions increasingly fail to keep up or scale. While configuration, change and operational complexity are anticipated, most partner enablement opportunities, even profitable ones, are passed over. That's how a business can get held back from delivering its full potential, in turn affecting its partners and potential customers.

## Providing Secure, Safe Vendor Access:

But a new, simple and innovative approach to application access has arrived that overcomes these old roadblocks. Application Access Cloud provides partners, third parties, and contractors with anywhere/any device access to business applications without the risk, cost and complexity of legacy network solutions. Application Access Cloud is designed to be:



### Simple

A SaaS service, Axis deploys simply with no network changes to enable app access from anywhere on any device



### Secure

Axis' Application Isolation Technology reduces attack surface while brokering application access to greatly enhance application and enterprise security



### Managed

Axis continuously monitors, visualizes and controls all user and application activity while enforcing access policies based on context-driven intelligence and user behavior

# Access Made Simple:

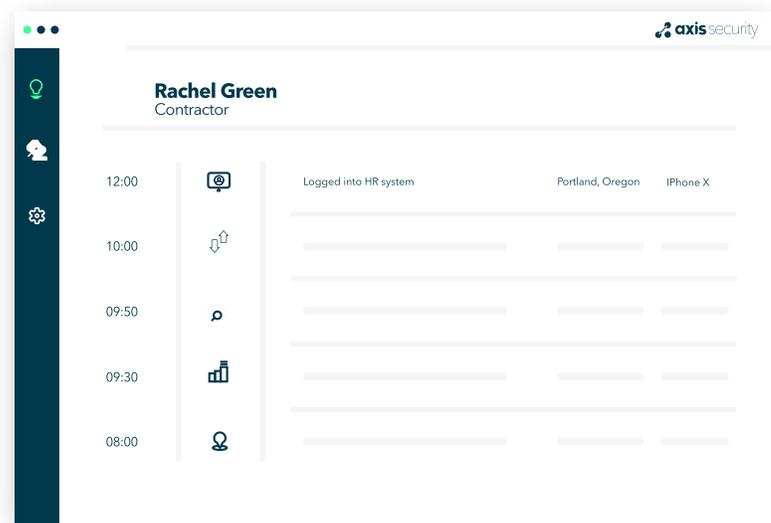
Let's say your business has asked you to provide suppliers around the globe with access to a potentially vulnerable, private logistics application hosted in the cloud. By enabling these partners, you will enable the company to save time and minimize cost of goods.

At first, you might consider using your company's existing virtual private network. But you soon discover that VPN isn't exactly an option. Enabling potentially hundreds of users, each with their own client software and IT teams, would be a complex, expensive, hardware-intensive undertaking. It would also connect these non-employees, largely unsupervised post-authentication, directly to the enterprise network. Maintaining client software on devices you can't control will increase support costs and providing "excessive" network-level access to non-employees unacceptably increases risk to the organization. You finally realize that VPNs actually aren't really up for the task.. Fortunately, Axis is.

Application Access Cloud is a simple, purpose-built solution that can quickly get all of the suppliers/users working with this logistics application, without the network, client and hardware complexity of legacy solutions.

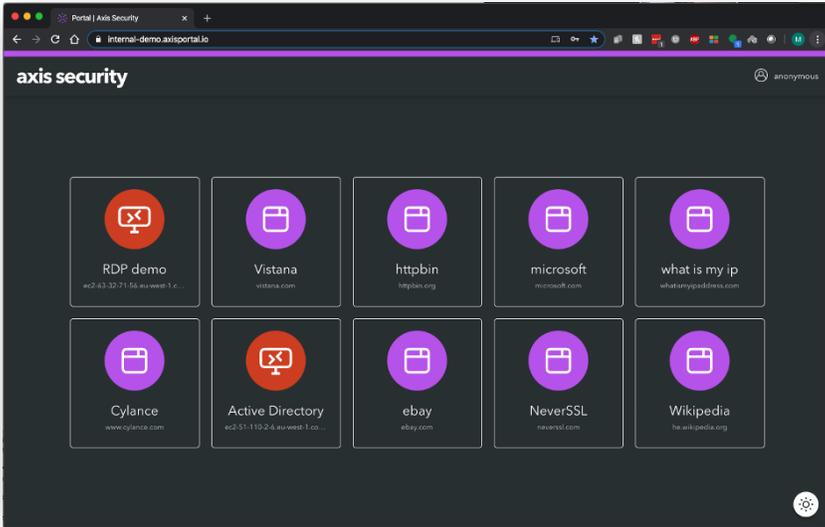
## To deploy Application Access Cloud and enable those users going only takes a few key steps:

- Put application, users and access policies under secure Axis management using the Axis Connector and the Axis Management Console, a no-configuration process that takes minutes.



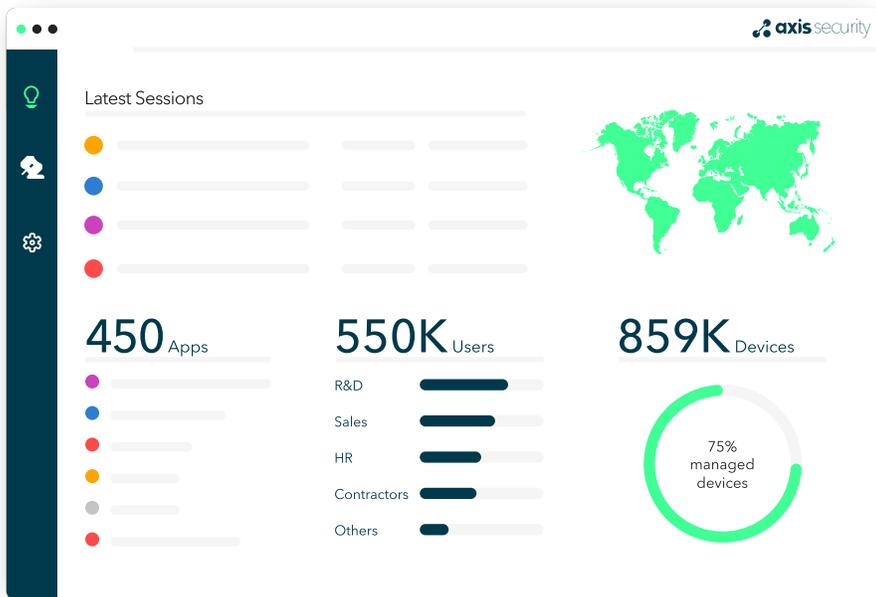
Configuring continuous access policy using the Axis Management Console

- Enable supplier users with easy, “no client software required” access from any device, anywhere through an auto-generated Axis User Portal



Partners gain easy access from any device anywhere through the Axis User Portal

- Enable the IT team with continuous visibility and policy control of user access using the Axis Management Console’s policy features



IT gains continuous visibility and reporting and control of user and application activity, helping reduce risk.

Application Access Cloud achieves all of this in minutes without the complexity of changing the network, buying hardware or deploying client software. And because Axis is built on a zero-trust foundation, you'll also be taking the first steps towards becoming a zero-trust business.

## Observations and Conclusion:

We hope we were able to show you just how quick and easy it is to work with the Axis Security Platform. And by employing it, here's what your organization has to **gain**:

- A key competitive advantage by enabling your global partners quickly and securely with no risk or usability compromises
- Simple partner/user application access from any device anywhere, governed by continuously enforced centralized policy
- Greatly improved security by isolating the application from direct user access, eliminating the application attack surface, and mitigation of application vulnerabilities
- Real-time visibility, monitoring, reporting and policy-based analysis of every user access for the IT manager
- The first steps toward creating a zero trust business

### Unique Policy Controls

Unique to Axis is the ability to change the way an application functions. For example, IT staff can create policies that control whether and when copy and paste or file downloads are allowed. They can also limit user idle times, applying that single policy across the enterprise application portfolio. Sessions can even be recorded for later analysis and forensic use, assuring that trusted partners activities are vigilantly supervised.

### Application Isolation Technology

With App Access Cloud, application attack surfaces are completely isolated and protected from Internet threats, their vulnerabilities and attack surfaces hidden from bad actors. This also eliminates the possibility of a potentially hostile partner/user from gaining access to other network systems.

In fact, with App Access Cloud, users never actually touch the application. Transparent to them, App Access Cloud analyzes, disassembles and reassembles each user request into a separate and sanitized Axis-vetted request.. Applications are kept safe because users are never on the network and never gain direct application access.