

IAM



Case Study



Driving 20% Annual Savings By Switching To OneLogin Solution

Here's how GS Lab enabled a medical equipment manufacturer and distributor to migrate to OneLogin IAM in record time.

Abstract

A leading US-based manufacturer and distributor of non-acute medical equipment caters to 80 countries. Servicing this large area also included a network of 1,000+ employees using multiple applications in tandem. The customer's IT team identified the need to upgrade its existing Identity and Access Management (IAM) solution to scale up to its full business potential and match pace with its aggressive business expansion plans.

A deep-dive into the current IAM solution revealed difficulties in maintaining and managing the existing solution. Not only was it expensive, difficult and time-consuming but complex too. This posed a challenge in configuring newer applications for a single sign-on. Additionally, the existing IAM product fell short of industry standards.

The IT team evaluated OneLogin as a potential replacement, and found the product to be rich in the plethora of features offered, while it supported scalability and significant cost-savings. OneLogin would be the perfect business and technical match for their business requirements. However, they had just 3 weeks to implement this solution.

Business Challenges

Once the customer identified OneLogin as the solution of their choice, they needed to move swiftly to replace their existing solution. Here are some of the key business challenges faced:

- **Paucity of time:** The existing IAM product's renewal was due in 3 weeks, leaving the IT team with a stringent timeline to migrate.
- **No downtime allowed:** None of the 1,000+ employees could work without access to the tools, thereby downtime was not an option.
- **Inconsistency in data:** The client user base on the Active Directory (AD) was not streamlined and the user data was inconsistent.
- **Compliance and governance issues:** The customer caters to different geographies with varying compliance and governance rules, Namely,

China, EU, India and US.

- **Inadequate documentation:** The VPN used by the company played a crucial role, but was not well documented. Moreover, the customer's existing vendor had limited knowledge of the VPN and existing IAM solution.

With a view to optimize the 3-week timeline for a seamless OneLogin IAM solution, the customer onboarded GS Lab as their OneLogin implementation partner.

*OneLogin is a global leader in Identity and Access Management solutions. In February 2021, OneLogin recognized GS Lab as their **APAC Partner of the Year 2020** in recognition of stellar contributions as OneLogin's reseller and implementation partner in the region.*

Partnering with GS Lab - Your One-stop Implementation Service Provider

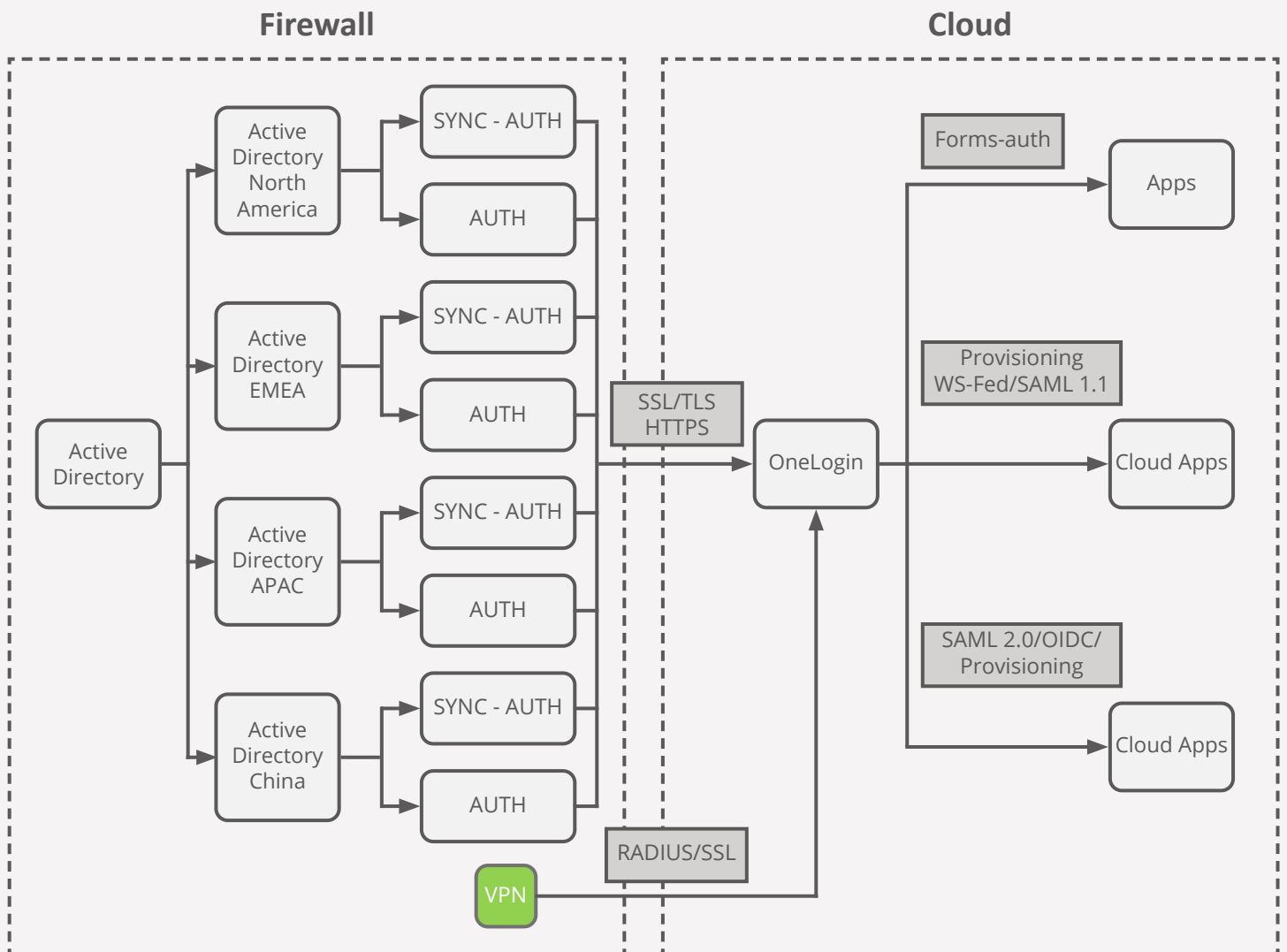
GS Lab is an IAM domain expert and the team is widely recognized for their OneLogin product expertise. The team's in-depth knowledge of the existing product deployed by the customer was an added advantage for a quick and targeted implementation drive which included the following:

- GS Lab's team of domain experts **investigated the customer's existing IAM deployment structure.**
- They then **redesigned the IAM framework** to optimize authentication calls and adhere to compliance and governance statutes.
- The newly designed framework **helped the customer clean up their data in the AD** using automation scripts. This reduced the time required for a manual clean up and eliminated the risk of any mistakes

due to human error. Besides avoiding any delays downstream, this also helped the customer reduce some of their on-premise redundant infrastructure.

- GS Lab's team **dedicated time to study the VPN** and fix issues associated with it.
- The team **executed multiple POCs and helped integrate applications for Single Sign-On** — even those that were not integrated with the customer's earlier IAM platform.

After completing the base work, GS Lab implemented a robust yet scalable OneLogin solution, bringing all the 1,000+ users and applications onboard within the stipulated timelines.



Delivering Results



30% Savings in operational and maintenance costs



20% Annual cost reductions



25% reduction in employee onboarding time

Besides the stringent 3-week timeline within which GS Lab delivered a winning implementation, the customer also went on to enjoy the following benefits:

- **20% annual cost reductions** with the cost-effective OneLogin IAM solution
- **30% savings in operational and maintenance costs** with OneLogin's user-friendly admin features and console
- Introduction of several applications under SSO that were previously left out
- **Zero downtime** during the entire migration project
- **25% reduction in the time taken for employee onboarding and off boarding** with OneLogin's real-time user lifecycle management workflows
- **30% lesser manual efforts** by leveraging OneLogin's automated mapping workflows and user life-cycle management workflows

For more information on how we can optimize your IT environment, drive your business growth, and create a stronger IAM framework with unmatched domain expertise and technical solutions, mail us at info@gslab.com

Great Software Laboratory (GS Lab) has been the technology partner of choice to 150+ organizations across North America, Europe and Asia-Pacific for over 17 years. Leveraging our expertise in 130+ tools & technologies, we have created 350+ 'first-of-its-kind' solutions to real-world problems. Our 'Beyond code' philosophy ensures that we not only push boundaries of existing technologies but also try out newer problem solving approaches to keep our customers one step ahead of their competitors. Our global team of 1500+ employees is adept at creating 'real value' at each stage of the customer growth journey, right from proof-of-concepts to completely scaled up products. For more information about our solutions & offerings, please visit www.gslab.com

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