Citrix Customer Story

Increasing productivity and delivering a better employee experience

Company Name
HDI

Industry
Financial Services

Location
Brazil

HDI is a leading international insurance partner, headquartered in Frankfurt and maintaining more than 60 offices in every state in Brazil. HDI works with companies from the trading, manufacturing, and service industries to insure them against business risks, offering a needs-based range of insurance solutions and complementary services.

THE PROBLEM: More remote workers, more risk

For HDI, commute time was a productivity killer. As the team planned their transition to a cloud-based digital workspace platform, they realized that increasing the population of remote staff members came with a catch.

More remote workers equals more and different kinds of devices, and that means more risk. Using VPN technology for access control would compound that risk. Traditional VPNs are difficult to manage and don't scale up well.

> "To better accommodate remote work and improve performance for our rapidly growing work-from-home staff, we would have had to make major investments in servers in order to have more virtual machines."
>
> Gilliard Delmiro, CTO at HDI.

CITRIX'S SOLUTION: Secure access

- **Citrix Workspace** drove digital transformation with an intelligent cloud-based digital workspace platform.

- **Citrix Secure Workspace Access** enabled VPN-less access and SSO to web and SaaS apps.

- **Citrix ADC** load-balanced network traffic.

- **Citrix Endpoint Management** enabled secure management of all devices from a single platform.

- **Citrix Cloud** served as the management plane.
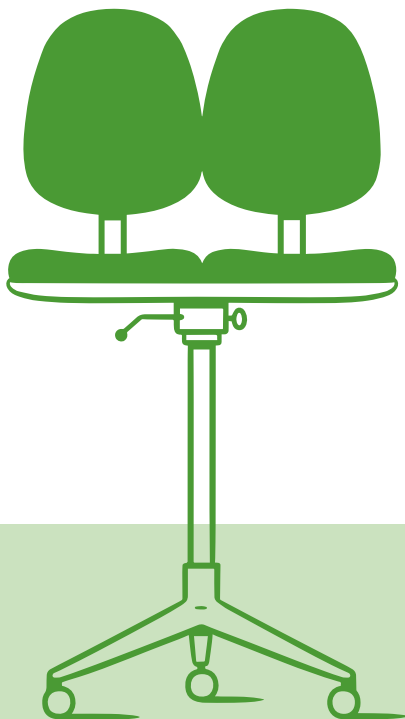
> "For a company that is looking for a solution that remote employees can embrace, this one brings a lot of benefits. With Citrix, you don't need to be concerned about the cryptography."
>
> Gilliard Delmiro, CTO at HDI.

THE RESULT: Enabling the future of work

- **VPN-less access and secure single sign-on:** Users can access a variety of web, on-prem and cloud apps with one set of sign-in credentials. This combination enables remote workers to drive productivity.

- **Improved security:** The IT team now has better control over user access which has improved overall security and the company's ability to achieve compliance.

- **Easier onboarding:** Onboarding new employees is quick and simple. They already have the profile, applications and permissions based on a new hire's job function. The team plans to eventually make this process more granular, by designing several images for automated provisioning.

- **Providing key insights:** Citrix Performance Analytics enables the team to identify the health of apps — identifying the issues users may encounter, inside or outside of their environment. A proactive HDI can help to resolve problems.

> "With Citrix, we have found a way to increase productivity and deliver a better employee experience. We've made remote working more secure. We've used analytics to provide better service to users."
>
> Gilliard Delmiro, CTO at HDI.

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