

CASE STUDY

LEADING TRANSPORTATION & LOGISTICS PROVIDER SECURES NETWORK ACCESS CONTROL WITH HPE ARUBA AND VERINEXT EXPERTISE

THE COMPANY

A leading transportation and logistics company serving customers across the eastern United States needed to enhance its network security. With thousands of endpoints, drivers in the field, and an increasingly connected digital infrastructure, the organization sought to ensure that only authorized devices could access its network—starting with company-owned machines and eventually expanding to third-party vendors, IoT devices, and BYOD environments.

THE CHALLENGE

The company initially approached Verinext with a narrow objective: restrict network access to company-owned devices to help them minimize the complexities of network access control (NAC). The internal IT team, already operating with limited bandwidth, needed a partner that could both educate and execute.

Recognizing a gap in its security posture, the company began exploring options in early 2023. What started as a tactical project quickly evolved into a strategic initiative, as Verinext helped uncover broader opportunities for improving identity and access management across the network.

THE SOLUTION

Verinext began by hosting an interactive workshop to define how a NAC can elevate security posture, demonstrate its broader value, and align on goals.

Rather than focusing solely on access control for company devices, Verinext guided the organization to think long-term by positioning what NAC can do now, and where it can help the company go next.

This educational approach led to a hands-on proof-of-concept (POC), where Verinext facilitated a competitive evaluation between Fortinet FortiNAC and Aruba ClearPass. After a thorough bake-off, the organization selected Aruba ClearPass for its advanced capabilities and the added value Verinext delivered throughout the process.

Acting as a customer advocate, Verinext helped develop a roadmap for broader identity and access initiatives, including a Privileged Access Management (PAM) project that involved additional workshops and a POC with Delinea.

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In my 27 years in the IT industry, Verinext is the first VAR that truly added value to the process.

- VP OF
TECHNOLOGY,
TRANSPORTATION
& LOGISTICS
COMPANY

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THE IMPLEMENTATION

What began as a wireless NAC deployment expanded to include both wired and wireless infrastructure. The roadmap now includes secure access for third-party vendors, IoT devices, and employee-owned devices—creating a flexible, policy-based architecture that supports long-term growth.

Verinext also brought a strategic perspective to network design by addressing business continuity concerns. During planning, the team explored scenarios such as application outages and regional hub failovers, ensuring the final solution supported operational resilience as well as security. This engagement also introduced Verinext to other functional teams across the company, including desktop and data center field support, expanding the partnership beyond the original scope and opening the door to future opportunities.

KEY TAKEAWAYS

- ✓ Expanded NAC from wireless-only to full network access control for greater visibility and security.
- ✓ Built a scalable framework to provide future support for IoT, BYOD, and vendor access.
- ✓ Improved security posture and resilience with expert-led planning and Aruba ClearPass.

THE RESULTS

Since implementation, Aruba ClearPass has successfully managed secure access for an initial deployment of **2,800 endpoints, with plans to scale to 5,000–6,000 additional devices in future phases.** The NAC solution now supports a diverse and mobile workforce, including field-based drivers, without compromising security or user experience. Verinext's consultative approach and technical expertise transformed the engagement from a one-off project to a trusted, cross-functional partnership—supporting both immediate needs and future innovation.



2,800 endpoints
secured in initial
deployment



>5,000 endpoints
planned in
future phases



Full NAC coverage
for wired &
wireless access



Long-term roadmap
for vendor access,
IoT, & BYOD



Resilient design
supports business
continuity & hub failover

WHY VERINEXT?

Verinext brings more than just technical solutions—it delivers expert guidance, hands-on workshops, and long-term support. With deep experience in secure networking and access control, Verinext helped this transportation and logistics leader transform its security posture with Aruba ClearPass while building a scalable, policy-based framework for the future.

READY TO SECURE AND SIMPLIFY YOUR NETWORK?

Schedule a [Network Strategy Briefing](#) with Verinext today.

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