



INDUSTRY

Telecommunications

SOLUTION

Versa Private SASE

CHALLENGES

- A need to serve numerous customers across a wide range of industries
- The ability to meet Indonesia's critical data protection laws and requirements
- A complementary partnership that could satisfy a diverse set of customer needs

RESULTS

- **Maximizing the organization's existing infrastructure** to deploy a customized and compliant architecture which meets and scales toward each customer's need
- **A flexible, secure, and Zero-Trust network solution** which meets Indonesia's "PDP Law" while simultaneously meeting industry regulations
- **A responsive and engaged partner** who supports Lintasarta's growing business
- **The ability to adapt to market demand** and customer needs

A Strong Partnership and Innovative Solutions Help Differentiate Telecom Powerhouse Lintasarta

Company Background

Since 1988, Lintasarta has been a provider of Data Communications, Internet, and IT Services for a multitude of industries within Indonesia. Currently, Lintasarta serves over 2,400 corporate customers with more than 35,000 networks which include fiber optic data communication services, satellite networks, managed security and collaboration, data centers and DRC, cloud computing, managed services, e-Health and total data communication solutions with a guaranteed network connection availability of 99.99%. Lintasarta professional services are supported by more than 1,000 experienced staff, some of whom have international certifications, spread across more than 54 cities in Indonesia.

A Supportive Partnership and Cutting-Edge Technology

With recent business growth, increasing customer demands, and emerging compliance requirements, telecommunications leader Lintasarta was looking for a partner who could provide them with a private SASE solution. After an extensive search and comprehensive vendor evaluation, Lintasarta selected Versa. Lintasarta realized Versa are the only company on the market that could provide a true, private SASE solution - one that was compliant, scalable, and tailored to meet Lintasarta's business needs and their diverse set of customers. The products from other vendors were "stitched together and inviting risk", expresses Mr. Luky Kurniawan, VP of SQURA CyberSec at Lintasarta - with no guarantee that those products would work at protecting Lintasarta, their customers, and their collective data.

"The Versa solution is comprehensive. And it was the solution as defined by Gartner. While meeting with Versa - we felt good. We knew the Versa solution would be what we expected and that was, in fact, quite flexible to our needs," he adds.

With the assistance from his expert team, Mr. Luky Kurniawan, led the entire evaluation process. It was the differentiating factors which led to the selection. Lintasarta chose Versa because of the flexibility of the solution, the ease of use, and the comprehensive information of the dashboard, and because it was a highly tailored security and networking solution.

"To us, Versa is the only true Private SASE solution on the market. It's a full-stack solution that provides organizations the ability to scale in a way that makes sense for their business. For instance, you can start with SD-WAN and then deploy SSE - or, you could start with SSE and expand to add SD-WAN. And then everything integrates beautifully into one dashboard," shares Mr. Luky Kurniawan.

Upon the first meeting with the Versa team, Lintasarta was impressed. Of all the vendors in the evaluation process, it was Versa that placed on emphasis on what Lintasarta requires to serve its existing customer base and how Versa could help. "Versa was engaged throughout the entire process with us and focused on how Private SASE could serve our customers from a connectivity and a security perspective. The team at Versa cared about our customers – which was crucial. And they showed us how the Versa SASE solution could help us grow our business," says Mr. Luky Kurniawan.

Scaling the Business and Supporting Customers

Back in 2022, Indonesia's data protection regulation was introduced – The PDP Law is the first comprehensive law in Indonesia to govern personal data protection in both electronic and non-electronic systems. Similar to GDPR, The PDP Law requires personal data processing to be conducted in accordance with personal data protection principles – first and foremost, that personal data collection must be limited and specific, while also legal and transparent. As a result, Lintasarta customers became increasingly aware of meeting the requirements of this new data protection law – ensuring they would be fully compliant in 2024.

"Our customers are in all different industries but regardless of that, they must meet this PDP Law. They are also more aware of cyber threats and potential breaches. There has definitely been a shift in our customers' mindsets about being compliant and

Versa is the only true Private SASE solution on the market. It's a full-stack solution that provides organizations the ability to scale in a way that makes sense for their business.

Mr. Luky Kurniawan
VP of SQURA CyberSec at Lintasarta




ensuring their data is protected. Because of this, we knew Versa was the right choice. Additionally, we knew Versa would help us become PDP compliant – and now our customers can rest assured that we have the best solution in place," explains Mr. Luky Kurniawan.

Following a successful deployment and customer education, Mr. Luky Kurniawan reports Lintasarta customers are happy with the Versa solution because they understand it protects them, and their data – the customers know they don't have to worry about a breach or about becoming tomorrow's headline. It's further proof that Lintasarta and its 2,500 customers are growing together.

"How we approach our customers is completely different now. We are able to talk through how, with Versa, we can scale to support our customers' growth. And we know Versa Private SASE works – it's proven and our customers are seeing it," says Mr. Luky Kurniawan.

Lintasarta has built a robust team of experts to support their customers. This





team includes a wide array of people across 50 different cities. Between the professional skills of the people of Lintasarta and the protection from Versa, customers are well-covered – free from worry and able to focus on their own business goals. Furthermore, Lintasarta has an industry-leading SOC in which they can showcase Versa SSE and SD-WAN to customers as needed.

With Flexibility and Peace of Mind, It's a Bright Future Ahead

As they plan for the future, Lintasarta looks forward to continuing the relationships they've built and to helping more customers who could benefit from their expertise. The overall goal for Lintasarta is to empower its customers through the use of Versa Private SASE.

“With Versa, there is no drama – that’s why we like it. At the end of the day, we know an innovative solution will make our customers happier. It will also allow those customers to be more successful and effective in their own industries. With Versa deployed, we know this is true,” observes Mr. Luky Kurniawan.

As Lintasarta continues to expand its business and help customers, they are excited for what’s next.

“We want the best for our customers and with Versa, we are doing exactly that,” concludes Mr. Luky Kurniawan.

“At the end of the day, we know an innovative solution will make our customers happier. It will also allow those customers to be more successful and effective in their own industries.”

Mr. Luky Kurniawan
VP of SQURA CyberSec at Lintasarta