



At a Glance

Challenge

When AAPT CEO Paul Broad told his IT group the company would “go Google” in 10 days, they knew they had a daunting task. They had to quickly provision 1,200 employees to Google Apps. Existing access controls could not be compromised. Employees needed the Single Sign-On access they were used to. And AAPT needed a solution that could easily accommodate the project’s second-phase companywide move to Google Mail.

Solution – PingConnect™

PingConnect is an on- demand service that delivers Internet SSO and automated user account management for SaaS applications.

Results:

- AAPT provisioned 1,200 employees to Google in five days
- Saves \$252,000/year
- Project pay off in 10 months

“Provisioning 1,200 employees to Google Apps would have traditionally been a three-month project. Using PingConnect we completed this in five days, making the entire process extremely cost-effective and giving us no reason not to do it.”

David Yuile
Chief Operating Officer, AAPT

AAPT Australia Goes Google in Five Days

PingConnect™ Automates User Account Management and Delivers Cloud-based Single Sign-On

Challenge

A challenger telco in the highly competitive Australian market, AAPT is leveraging a Cloud strategy and working closely with Google to drive competitive advantage in the business market. In addition to making its service offerings available to customers in the Google Marketplace, in late 2009, AAPT made the decision to “go Google” with its internal IT.

The executive team believed the move would not only reduce IT expenses, but also fundamentally change the way employees worked and collaborated. When the decision was made IT had 10 days to migrate 1,200 employees to Google Apps – a process that would normally take the internal team a minimum of three months.

Existing access controls could not be compromised. Employees needed the Single Sign-On (SSO) access they were used to. And AAPT needed a solution that could easily accommodate the project’s second phase – a companywide move to Google Mail.

Solution

AAPT chose PingConnect, a hosted Internet Identity Security solution from Ping Identity that delivers standards-based Internet SSO and automated user account set-up and deactivation for Google Apps, Salesforce.com and other SaaS applications. In addition to its user provisioning and SSO capabilities, PingConnect’s Cloud-based form factor, rapid implementation times and cost effectiveness made it a perfect fit for AAPT. Ping Identity’s proven track record of success with some of the world’s largest companies, including 40 of the Fortune 100, and the fact that Ping Identity is the SSO solution of choice for more than 100 SaaS companies in Ping Identity’s SaaS Partner program, made the selection an easy one for AAPT.

Benefits

“Moving to Google Apps and Mail has been an easy transition for AAPT’s employees,” said AAPT COO David Yuile. “When we made the change, we were anticipating the possibility of migration delays and as much as a 10 percent user push back. Instead, our team has managed only 2-3 user problems, user account management is easy and secure, and employees access Apps without an additional login.”

With PingConnect, a solution was chosen, implemented and 1,200 employees were successfully migrated in five days. Now that AAPT has completed its phase-two move to Google Mail, the company expects to save \$252,000/year in licensing and email support costs. The project will pay for itself in 10 months, and AAPT’s employees are able to collaborate in a manner that supports the company’s aggressive approach to business.

About AAPT

AAPT is Australia's third-largest telecommunications company, offering local and long distance voice, mobile, data and internet services for residential, business, government and wholesale customers, via its extensive national fibre network. AAPT is 100 percent owned by Telecom New Zealand, New Zealand's largest listed company and one of the top 20 largest listed companies on the Australian Stock Exchange. Formed in 1991 as Telstra's first competitor in long distance voice and data services, AAPT's mission is to offer customers a true alternative telecommunications service. www.aapt.com.au

Try Ping Identity for Free

Hundreds of enterprises, service providers and government agencies worldwide rely on Ping Identity to secure, protect and control their identity interactions with other organizations. Ping Identity product specialists are available to help you determine which of our Cloud Security solutions best fit your needs and can help you set up a free no-risk evaluation. Talk to Ping Identity to see how you can benefit from secure Internet access through a single login.

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