

# VolkerWessels Telecom advances vision for zero trust “total connectivity”



A division of the Dutch construction giant VolkerWessels, VolkerWessels Telecom provides digital infrastructure and connectivity services to communications service providers, manufacturers, transportation, and energy companies in the Netherlands, Germany, and Belgium.

VolkerWessels Telecom has a vision for a “total connectivity” managed service to deliver exceptional experiences to its customers as well as its own organization. The foundation of its managed network service is AI-driven wired, wireless, and secure SD-WAN solutions from Juniper.

## OVERVIEW

Company	VolkerWessels Telecom
Industry	Telecommunication
Products Used	Wireless Access Points, EX Series, QFX Series, SRX Series, Juniper Mist IoT Assurance, Session Smart Router, Security Director
Region	EMEA

## CUSTOMER SUCCESS AT-A-GLANCE

198

Sites in the Netherlands, Germany, and Belgium connected by an AI-driven SD-WAN

Client to cloud

Connectivity that is deterministic, optimized and secure

Simplify

Operation with granular visibility and automation for networking and security

Secure

Service edge with simple, effective zero trust security

## CHALLENGE

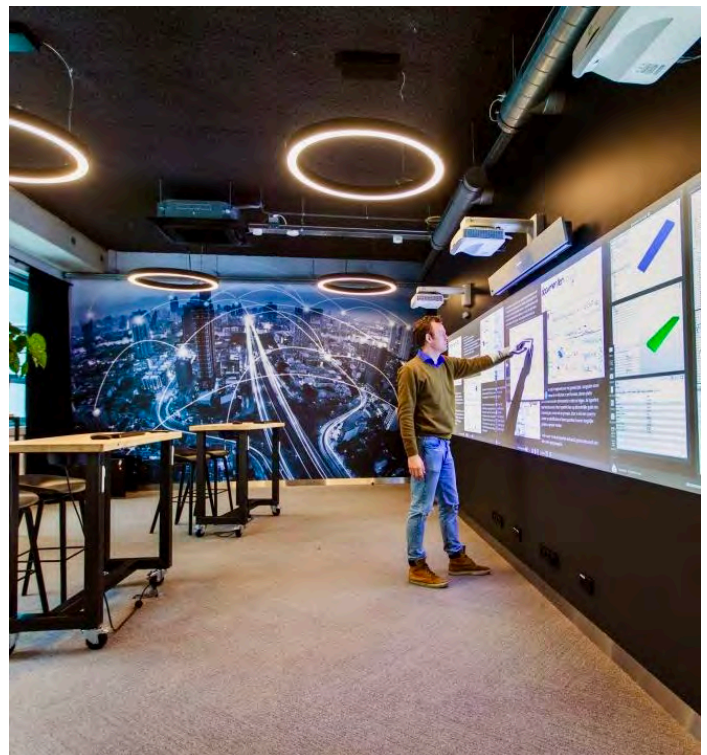
### Secure connectivity from client to cloud

“We offer a ‘total connectivity’ service for our clients as well as for our own use,” says René Lutjenkossink, ICT architect at VolkerWessels Telecom. “We deliver optimized network experiences with insight, automation, and action from client to cloud.”

VolkerWessels Telecom takes a zero trust security approach to its “total connectivity” services to neutralize the rising volume of cyberattacks, mitigate the risks of risks of hybrid work, and meet national and European data privacy mandates.

“We are investing in a secure service edge to provide strong security from the client device to the network edge to the cloud while simplifying management,” says Lutjenkossink,

As an early adopter of Juniper’s AI-driven, full-stack network solutions, VolkerWessels Telecom continues to leverage Juniper Connected Security solutions as it advances on its zero trust journey.




**SOLUTION**

## Secure, full-stack network, driven by Mist AI

VolkerWessels Telecom is building secure service edge capabilities into its “total connectivity” service. The company uses Juniper Networks SRX4100 firewalls to protect its data centers; Juniper Mist™ Access Assurance and Juniper Mist IoT Assurance for zero-trust network access control; and Juniper Security Director Cloud for simplified security management. VolkerWessels Telecom was one of the first organizations in Europe to test the new Juniper Mist Access Assurance service.

Mist Access Assurance provides secure wired and wireless network access based on user and device identities, allowing VolkerWessels Telecom to enforce zero-trust access policies for corporate, personal, guest, and IoT devices. Cloud-hosted authentication delivers a better user experience, while easing operations within a simple policy framework for authentication.

Juniper Premium Analytics helps Volker Wessels and its end customers to monitor overall performance and insights over time and to take appropriate action. For example, the provider can give optimal advice about the bandwidth used now and expected in the future and the possible reduction in costs.

Its customers telecom, critical infrastructure, manufacturing, and other industries make heavy use of IoT sensors, controllers, and other devices, which makes Juniper Mist IoT Assurance particularly impactful. IoT and BYOD devices can be safely onboarded at customer sites, whether they support 802.1X authentication or not.

SRX4100 firewalls provide advanced threat protection and integrated security services for its data centers. The firewalls are managed through Juniper Security Director Cloud, giving the network operations team a unified framework for zero-trust security policies from customer sites to the data centers or cloud services. The IT team has clear visibility, policy configuration control, and threat intelligence all in one place.

The Juniper SD-WAN solution provides reliable connectivity, zero trust security, and microsegmentation for client locations, data centers, and cloud instances. Powered by Juniper Session Smart™ Routing and Juniper Mist WAN Assurance, VolkerWessels Telecom has an application-aware, software-defined fabric that delivers optimized user experiences and safeguards applications and data.

The company continues to leverage Juniper for wired and wireless networking for its managed service. Mist AI-driven networking delivers optimized user experiences in campus and branch locations, while streamlining IT operations and speeding troubleshooting.


**OUTCOME**

## Zero-trust security and better digital experiences

Continuing innovation of its “total connectivity” managed service allows VolkerWessels Telecom to support customers’ digital transformation initiatives while safeguarding business operations and data privacy in a world of heightened cyber-risk.

A Juniper Secure Service Edge allows IT to protect web, SaaS, and on-premises apps with consistent policies wherever customers or staff go, while streamlining security operations. Zero-trust network access control mitigates the growing risk of compromised devices, whether corporate-owned, BYOD, or IoT. Microsegmentation limits the damage when a device becomes compromised.

“With a secure service edge, we gain better visibility into both our IT and OT environment,” says Lutjenkossink. “That’s important because there are more vulnerabilities with OT systems.”

A full-stack wired, wireless, and SD-WAN network allows VolkerWessels Telecom to deliver a better digital experience with clear visibility and strong security. When issues do arise, Mist AI-driven insights and self-driving actions result in quicker resolution.

“Troubleshooting is easier when you have visibility into the complete stack,” says Lutjenkossink. “When a user has a problem, we can see whether it’s on the SD-WAN, a switch port, or the Wi-Fi, or if there’s something else in the chain that’s disrupting the experience.”



**"Full-stack visibility from client to cloud has contributed to end-user satisfaction and strengthened security for our 'total connectivity' services."**

René Lutjenkossink  
ICT Architect, VolkerWessels Telecom

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