

## Customer Story

# Landis+Gyr Replaces VDI, lowers VPN Usage by 80%



## Landis+Gyr

### Industry

Manufacturing

### Solutions

3rd party contractors, Access management, BYOD workforce, Data protection, SaaS and web apps, SASE/SSE

## Meet Landis+Gyr

Four years ago, Edward Levin, Director of Cybersecurity at Landis+Gyr, discovered Island. Since then, he's never looked back.

"Island is the only tool where, every day, I find there's more to it," Levin says. "Island gives a lot. And the more you give, the more it gives back."

His employer, Landis+Gyr, is headquartered in Switzerland, and was founded in 1896 to manufacture electric meters. Today, more than a century later and trusted by more than 3,500 utilities worldwide, Landis+Gyr is an energy technology leader delivering intelligent solutions that connect devices, data, and decisions across the grid.

## Contractor Control

One key application for Island has been bolstering security for Landis+Gyr's third-party contractors. The company works with about 400 contractors from nearly 80 third-party suppliers. Most were using secured VPNs. "That left too many gateways into our company," Levin says. "We wanted only one door."

Levin is now supplying the contractors with Island, not just as a browser, but as what he calls a next-gen VPN. In fact, Levin has found Island to be even more powerful than a VPN, as it gives him full control over data flows from source to destination. Controlling the source from a precise executable level instead of a broad system level. "I knew, pretty much from the get-go, that Island had more benefits than just a browser," Levin says.

Island is also replacing some of Landis+Gyr's virtual desktop infrastructure (VDI) systems. In the past, the company's developers used VDI boxes, each one provisioned for an individual developer.

Artificial intelligence is helping, too. Levin's team has created AI agents to help the company's Island administrators. Because different groups within Landis+Gyr use Island differently, the AI agents have been trained on each group's documentation. Now, when an admin needs to help a user, they can ask the AI agent for a department-specific suggestion.

GenAI security is another related concern. So Levin and his team use Island to block users from copy-pasting out of the popular ChatGPT chatbot. "Now AI is less of a boogeyman," Levin says.

***"Other tools are a cost center. But with Island, we're also providing a service. That's something people have never seen security engineering do before."***

**Edward Levin**, Director of Cybersecurity, Landis+Gyr.



## Supplanting VDI & VPN

For Levin, using Island is delivering multiple benefits. Big savings have come from tool displacement. Island has already displaced two VDI platforms, with a third set for replacement by Island within the year. Island has also reduced Landis+Gyr's VPN usage by 80% globally, Levin says. "When you consider everyone had a VPN, that's astonishing," he adds.

Levin is also using Island to speed onboarding of new software features. Recently, Levin deployed an upgrade for a team of 20 developers in under 30 minutes. Without Island, he says, the job would have taken a week.

Levin also says Island is bringing together multiple corporate functions—customers, suppliers, contractors and employees—by giving them a single pane of glass to manage software. "You don't need to go to separate tools anymore," he says. "With Island, it's all there."

*"Island is one of the only tools that started with a sprint. A lot of tools just walk or jog. Island came in running."*

Edward Levin, Director of Cybersecurity, Landis+Gyr.

## Results

**Global VPN Usage Reduced By 80%**



Island replaced traditional VPNs with a secure, direct access model for all global users.

**Replaced Two Major VDI Platforms**



Island eliminated two VDI systems, with a third retirement scheduled for later this year.

**99% Faster Software Feature Upgrades**



Large-scale deployments were slashed from a full week to under 30 minutes via the browser.

**Secured 400 Third-Party Contractors**



IT gained granular data control over 80 suppliers without using broad system-level gateways.