

# Virgin Media

## Introduction

This case study of Virgin Media is based on a May 2017 survey of Cisco Identity Services Engine customers by TechValidate, a 3rd-party research service.



“Cisco ISE allows us to gain awareness of everything hitting our network. It provides access consistently & efficiently and helps us relieve the stress of complex access management.”

“ISE was deployed on our client’s origination and I was working as a consultant. After deploying ISE, the origination was satisfied as it covered all their requirements.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Cisco Identity Services Engine:

- Purchased Cisco ISE for the following reasons:
  - Preference and trust in Cisco Systems, Inc.
  - Range of capabilities
  - Post purchase services and support
- The following IT trends are driving the need for Cisco ISE:
  - Secure Network Access
  - Remote Access
  - Mobility

## Use Case

The key feature and functionality of Cisco Identity Services Engine that the surveyed company uses:

- Is using version 2.1 of Cisco ISE.

## Results

The surveyed company achieved the following results with Cisco Identity Services Engine:

- Enables organizations to:
  - See users and devices on their network
  - Secure access
  - Manage guest services
  - Provide BYOD or enterprise mobility
  - Ensure endpoint compliance (i.e. Posture)
  - Contain threats
  - Segment their network
- Evaluated the following vendor before purchasing ISE:
  - HPE Aruba
- Achieved the following outcomes using Cisco ISE:
  - Minimize the risk of unsecured devices entering the network
  - Comply with regulatory requirements
- Is currently extremely satisfied with ISE.
- Finds the following Cisco ISE features to be most valuable:
  - Context visibility
  - TACACS+
  - Easy Connect
  - New Guest Enhancements

### Company Profile

Company:  
**Virgin Media**

Company Size:  
**Large Enterprise**

Industry:  
**Media & Entertainment**

### About Cisco Identity Services Engine

Gain awareness of everything hitting your network. Provide access consistently and efficiently. Relieve the stress of complex access management.

#### Learn More:

[Cisco](#)

[Cisco Identity Services Engine](#)