



CASE STUDY

Nelnet Onboards Applications in SailPoint Identity Security Platform 2x Faster with Regatta

When it comes to delivering student financial services, Nelnet stands a grade above the rest. The Nebraska-based organization fills many roles, serving as student loan servicer, telecommunications hub, and payment processing provider all in one with more than 20 business units and 6,500 employees across 30 communities. Nelnet strives to provide students and universities alike with a best-in-class experience, working to make stressful processes simple.

While Nelnet's multifaceted service offerings are a plus for users, it also makes confirming the right employees have secure and compliant access to the right systems a critical necessity. Nelnet relies on Regatta Solutions Group as their lighthouse in implementing and advancing SailPoint's top-of-the-line identity governance solution, SailPoint IdentityIQ™. Together, Regatta and SailPoint run a tight ship to ensure the sensitive information of Nelnet's customers remains in the right hands.

A FAST TRACK TO IDENTITY SECURITY SUCCESS

The first step of any identity security journey is selecting the right solution. Nelnet chose Regatta to help with some implementation challenges after learning about them during a the SailPoint Navigate conference. Upon entering the partnership with Regatta, Nelnet felt an immediate trust based on Regatta's deep expertise and experience in working with SailPoint.

Regatta was instrumental in implementing IdentityIQ for Nelnet. By initially charting a course for success with their proprietary Identity FastTrack™ methodology, Regatta increased the speed at which Nelnet was able to implement applications over last year by 2X. The discovery step of the process was especially critical. FastTrack's Discovery process helped Nelnet to prioritize the order of applications to implement so they could efficiently meet the needs of their employees.



"Working with Regatta has been an easy decision for Nelnet.

Regatta's experienced team of identity industry veterans has continually delivered services and guidance of the highest quality."

Dane Paulsen
IT Manager, Nelnet

MAKING SAILPOINT IMPLEMENTATION A BREEZE

At Nelnet, identity security success once seemed more like a daydream than a reality. They had tried to deploy IdentityIQ with another implementation partner with some challenges. “We had been basically told to do everything you’re not supposed to do,” said Nelnet IT Manager, Dane Paulsen.

Luckily for Nelnet, Regatta was there to part the sea of chaos and confusion. Regatta made Nelnet’s SailPoint IdentityIQ implementation a breeze with the following:

- **Dashboards and insights** for real-time results
- **Identity Factory** for reaching new integration highs
- **Agile methods and tools** for accelerated production and development

With Regatta on their side, Nelnet can integrate complex applications faster than ever. Regatta helped to break down the implementation process into guided, manageable steps. This approach enabled Nelnet to see their SailPoint implementation to the finish line and now they’re continuing to drive impact for the long haul.

MODERNIZING IDENTITY TOGETHER

Nelnet currently has its sights set on moving their current systems to the cloud with a transition to SailPoint IdentityNow. As a more modern form of identity security, cloud-based IAM can seem a little intimidating for as many benefits as it offers. Regatta provides in-depth guidance on how to securely and seamlessly shift IAM to the cloud giving Nelnet the confidence to make the transition.

Beyond the basics, Nelnet continues to chart a successful course in all that identity and access management has to offer. The Nelnet team plans to leverage Regatta’s experience and relationship with SailPoint to fortify their IAM program through role-based access control (RBAC). With role-based access control, Nelnet and Regatta will ensure both that sensitive information remains secure, and that Nelnet employees stay aligned across the entire organization, eliminating any confusion or ambiguity about who needs access to what before it even arises. Further, Nelnet recently implemented SailPoint AI Services with Regatta’s guidance and continues to evolve the technology to create impact in different roles.

Nelnet has significantly integrated Regatta with its internal team, ensuring greater security and ease of communication — not to mention no more awkward vendor relationships to manage. Rather than acting as an IAM provider, Regatta serves to be a partner in delivery, guiding customers through every step of the journey. And with only one IAM partner to manage, Nelnet spends less time worrying about who needs access to what, and more time providing value and service to customers.

READY TO ACCELERATE YOUR SAILPOINT JOURNEY?

Schedule a consultation to streamline your own SailPoint Identity Security journey. Our experts are ready to be your IAM partner.

