



CASE STUDY

Autoleague Enhances Identity and Network Security with BeyondTrust



Products: Password Safe, Privileged Remote Access

Company: Autoleague

Autoleague is one of Australia's largest automotive retailer groups, providing customers with valuable support in evaluating options and selecting the best vehicle for their needs. Autoleague also provides after-sales support and mechanical servicing. The group has more than 60 franchises across the nation where 2,000 staff support the sale and support of over 60,000 cars each year, generating revenues of around \$3 billion.

Autoleague covers all aspects of vehicle ownership and mobility (including for cars, boats, and motorcycles) through both new and used car showrooms and a network of after-sales service locations.

“BeyondTrust has proven to be a solid vendor with a great product portfolio. We were looking for a vendor who could cover our requirements for both Privileged Access Management (PAM) and Privileged Remote Access (PRA) capabilities, and BeyondTrust has industry-leading products in both categories. They took the time to fully understand our needs and ensured the deployments added real value to our operations.”



Ian Melton , Head of Security & IT Operations, Autoleague

A Secure Platform to Support Business Operations

To support its national network of car dealerships, Autoleague relies on a sophisticated information technology platform, which enables everything from stock management and ordering to administration, parts inventories, and support.

The platform also serves an administrative team in Sri Lanka that undertakes back-office tasks. The team needs to have reliable and secure access to Australian-based IT resources without requiring complex networking technologies or relying on virtual private networks (VPNs).

Strengthening Privileged Access Management (PAM) with Password Safe

To ensure the Autoleague IT platform remains secure at all times, while also complying with complex cyber insurance requirements, Autoleague realised it had to improve the way it managed admin and user passwords.

“We needed a way to separate admin logins from daily logins to reduce the likelihood of unauthorised access to the IT platform,” said Ian Melton, Head of Information Technology at Autoleague. “We also recognised that persistent passwords are regarded as a security risk and needed to be removed from use.”

After examining alternatives from a range of security vendors, a decision was made in 2022 to deploy BeyondTrust [Password Safe](#). Now, Autoleague can automatically rotate privileged passwords, which significantly improves security without becoming onerous for users.

In addition, Autoleague leverages the BeyondTrust solution to automatically vault, rotate, and secure local admin account credentials, removing any need to deploy and manage LAPS for break-glass accounts (used, for example, to repair broken domain trust relationships on roaming devices).

Unlocking Total PASM with Privileged Remote Access (PRA) & Password Safe

Another challenge arose when Autoleague established a back-office support team in Sri Lanka. The new team needed a way to securely access the Australian platforms from an office building with a shared internet connection. They specifically sought a secure tunnel that would allow the staff to access the resources as required.

To solve this issue, the team deployed BeyondTrust Privileged Remote Access (PRA), integrating the best of privileged account/credential management from Password Safe with powerful capabilities for managing and monitoring privileged sessions anywhere. Together, these two solutions facilitate a Privileged Account and Session Management (PASM) approach. Once deployed, Privileged Remote Access ensured there was a secure connection for staff in Sri Lanka. It also enables employees to work from the office or from home while always retaining strong security.



“Thanks to BeyondTrust’s Privileged Account and Session Management (PASM) solution, we now have industry-leading password and access management capabilities. This ensures our core systems remain protected but also readily accessible to those who require it. The result is that we can offer support to our national network of franchisees who can meet their clients’ needs.”

Ian Melton , Head of Security & IT Operations, Autoleague

Additionally, Autoleague leveraged Privileged Remote Access during the due diligence phase of an acquisition to establish a secure, controlled connection with the acquiring company’s network. This approach allowed Autoleague to share sensitive information confidently without exposing their environments to malware, data leakage, or other cyber risks.

“It is often an overlooked part of the process,” said Melton. “There is the onus on us to protect our resources and systems while conducting our due diligence.”

Keeping the Wheels Turning with Robust Identity Security

Melton’s team also emphasized how their BeyondTrust solutions will keep their platform secure as they scale up, without compromising identity security across the estate. “With BeyondTrust’s Privileged Account and Session Management solution in place, I am confident we have a secure, robust environment that will support our franchisees as they grow. Our password management processes have improved significantly and our overseas teams enjoy dependable, secure remote links.”

“There are many security vendors from which you can choose, however, BeyondTrust stands out because it has strong solutions in both the privileged password management and privileged remote access spaces. I look forward to continuing to work with the company as a trusted PAM provider.”

BeyondTrust is the global identity security leader protecting Paths to Privilege™. Our identity-centric approach goes beyond securing privileges and access, empowering organizations with the most effective solution to manage the entire identity attack surface and neutralize threats, whether from external attacks or insiders.

BeyondTrust is leading the charge in transforming identity security to prevent breaches and limit the blast radius of attacks, while creating a superior customer experience and operational efficiencies. We are trusted by 20,000 customers, including 75 of the Fortune 100, and our global ecosystem of partners.

[Learn more at beyondtrust.com](https://www.beyondtrust.com)