

Across AI Delivers Secure Enterprise AI Agents with Aviatrix Cloud Native Security Fabric

Across AI

Across AI is a San Francisco startup pioneering agentic AI for enterprise workflows. Based on University of California, Berkeley research and backed by National Science Foundation (NSF) grants, Across AI offers a platform of agents specific to B2B sales processes that live inside tools like Microsoft Teams, Slack, and Salesforce. The company combines deep sales workflows with real-time intelligence grounded in enterprise data to help its customers surface insights, execute tasks, and make sure deals advance smoothly.

Multi-tenant infrastructure created security blind spots

As a fast-moving startup, Across AI is dedicated to pushing the boundaries of what's possible with AI agents while providing both a secure and reliable experience for customers. To ensure this security and reliability, Across AI has multiple cloud deployments. Its core infrastructure runs in the public cloud, but its customers often have complex data sovereignty and security requirements. This requires flexible deployment models, including on-prem and customer cloud VPC deployments, especially for those customers within regulated industries.

The company previously relied on native cloud networking tools from the cloud service providers, and manual policy enforcement to segment traffic and secure workloads in their hybrid cloud environment. Due to the complex nature of its multi-tenant architecture, this was not only extremely manual to audit, but it also wasn't scalable as the company signed on more enterprise customers with varying deployment requirements. Without a unified way to enforce encryption policies across regions and accounts, the team had little visibility into network security and performance without limiting the capabilities of its agents. The company faced a trade-off between agent capability and security, especially in customer deployments where zero trust and segmentation were essential. *(Continued)*

COMPANY

- Across AI delivers a platform of AI agents tailored for B2B sales processes, enabling enterprise sellers to operate with the efficiency and insight of their top-performing peers.
- Operates as a cloud-native company, leveraging public cloud as its core infrastructure but building flexible deployment models to fit customer needs.

CHALLENGES

- Traditional cloud networking constructs were insufficient for Across AI's multi-tenant architecture.
- Manual policy enforcement and native tools lacked scalability and auditability.
- Security and reliability were critical, especially in regulated industries with sensitive data.
- The need for zero trust enforcement and dynamic segmentation across customer environments.

RESULTS

- Aviatrix Cloud Native Security Fabric enabled end-to-end visibility and simplified segmentation across environments.
- Reduced deployment time for secure environments.
- Dynamic, programmable control over service communication.
- Unified encryption and compliance auditing across regions and accounts.

As part of its value proposition, Across AI required agentless deployment, integration with automation pipelines, and strong support for compliance auditing and encryption in secure and scalable customer-dedicated environments. To address these challenges, the company turned to a partner who could ensure security while maintaining the scalability required to conduct their business.

CNSF transforms security blind spots into dynamic network visibility

Across AI selected Aviatrix to provide centralized policy management, real-time visibility, and zero trust enforcement. Aviatrix Cloud Native Security Fabric (CNSF) provides end-to-end visibility, simplified segmentation, and reduced deployment time for secure customer environments. The platform allows dynamic, programmable control over service communication, enabling policy updates and anomaly detection in real time without touching individual workloads.

This end-to-end visibility throughout Across AI's network footprint simplifies segmentations and reduces the time to deploy secure customer environments. With Aviatrix, Across AI can now roll out enterprise-dedicated environments knowing that traffic is isolated and policy-enforced, without introducing operational complexity. This provides peace of mind not only for the Across AI team, but for its enterprise customers.

Flying into the future: scale without compromise

Across AI views Aviatrix as a foundational partner in scaling secure cloud connectivity, transforming its ability to deliver security and reliability for customers. As the company expands internationally and supports more regulated industries, Aviatrix Cloud Native Security Fabric will enable consistent, secure, and agile operations.

“

Aviatrix is foundational. It allows us to focus on building value at the application and agent layers, knowing that the underlying network is secure, observable, and programmable.”

“As we automate more of our infrastructure and scale to larger enterprises, Aviatrix Cloud Native Security Fabric will enable us to expand without compromising on security or agility,”

– Nilou Salehi, Co-CEO and Co-Founder of Across AI

About Aviatrix

For enterprises struggling to secure cloud workloads, Aviatrix® offers a single solution for pervasive cloud security. Where current cybersecurity approaches focus on securing entry points to a trusted space, Aviatrix Cloud Native Security Fabric (CNSF) delivers runtime security and enforcement within the cloud application infrastructure itself – closing gaps between existing solutions and helping organizations regain visibility and control. Aviatrix ensures security, cloud, and networking teams are empowering developer velocity, AI, serverless, and what's next. For more information, visit www.aviatrix.com.