

South & Central America Remote Access Solution Market Size and Forecast (2021-2031), Regional Share, Trend, and Growth Opportunity Analysis Report Coverage: By Type [Secure Remote Access-VPN, Identity and Access Management (IAM) Solutions, Multi-Factor Authentication, Single Sign-On (SSO), Endpoint Security, and Other Types], Mode of Deployment (Cloud and On-Premise), and End-Use Industry (IT and Telecommunications, BFSI, Healthcare, Government, Manufacturing, and Other End-Use Industries)

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Abstracts

The remote access solution market in South and Central America is poised for significant growth, with projections indicating it will reach approximately US\$ 460.65 million by 2031, up from US\$ 160.99 million in 2024. This growth trajectory reflects a compound annual growth rate (CAGR) of 16.9% from 2025 to 2031, driven by various factors including the rise of remote work, advancements in digital transformation, and increasing investments in technology infrastructure by governments and corporations.

Executive Summary and Market Analysis

The South and Central America remote access solution market is primarily segmented into three regions: Brazil, Argentina, and the Rest of South and Central America. The demand for remote access solutions has surged in the wake of the COVID-19 pandemic, which has accelerated the shift towards remote work. Businesses are

increasingly recognizing the cost-effectiveness of remote access technologies, which help bridge connectivity gaps in underserved areas. As digital transformation continues to evolve, organizations are adopting cloud services and secure access technologies to enhance operational efficiency and maintain competitiveness in a globalized economy.

In 2022, governments across South America began to significantly increase their investments in technology infrastructure, aiming to support remote work and foster digital economies. These initiatives are crucial for enhancing the adoption of remote access solutions, which are essential for improving operational efficiency and ensuring global connectivity. According to reports from TechCrunch, the technology sector in Latin America is thriving, with remote work solutions becoming vital for companies that require flexible and secure access across borders. This trend is a key driver of growth in the remote access solution market throughout the region.

Strategic Insights

The South and Central America remote access solution market can be analyzed through various segments, including type, mode of deployment, and end-use industry.

1. Market Segmentation:

- **By Type:** The market is divided into several categories, including secure remote access via VPN, identity and access management (IAM) solutions, multi-factor authentication, single sign-on (SSO), endpoint security, and others. The secure remote access-VPN segment is expected to hold the largest market share in 2024.

- **By Mode of Deployment:** The market is further bifurcated into cloud-based and on-premise solutions, with the cloud segment anticipated to dominate in 2024 due to its scalability and flexibility.

- **By End-Use Industry:** Key industries utilizing remote access solutions include IT and telecommunications, banking, financial services, and insurance (BFSI), healthcare, government, manufacturing, and others. The IT and telecommunications sector is projected to hold the largest share in 2024.

Market Outlook

A significant trend in the remote access solution market is the adoption of Zero Trust

security architecture. This approach emphasizes strict identity verification for any individual or device attempting to access resources on a private network, regardless of their location. Zero Trust Network Access (ZTNA) is a critical technology associated with this architecture, focusing on verifying user and device identities and privileges regularly. This method minimizes the attack surface of networks and protects sensitive business information.

Businesses worldwide are increasingly seeking solutions that enhance productivity and improve user experience, prompting market players to develop remote access solutions aligned with Zero Trust principles. For instance, in April 2023, Netskope, Inc. launched ZTNA Next, a modern cloud-delivered ZTNA solution designed to replace traditional VPNs and meet contemporary security needs. This innovative approach allows organizations to fully transition from VPNs to a more secure infrastructure, reducing unnecessary connections and enhancing application security.

Country Insights

The South and Central America remote access solution market is significantly influenced by country-specific dynamics. Brazil, in particular, is expected to hold the largest market share in 2024. The growth of remote work and digital services in Brazil has led to a rapid increase in the adoption of remote access solutions. The remote workplace services sector has expanded, with businesses investing heavily in secure remote access, collaboration tools, and virtual desktop infrastructure (VDI). This shift underscores the growing need for robust digital infrastructure to support a connected workforce.

In response to evolving cyber threats, there is a heightened focus on implementing Zero Trust Network Access (ZTNA) among small and medium-sized enterprises in Brazil, ensuring minimal access privileges to bolster network security.

Company Profiles

Key players in the South and Central America remote access solution market include Cisco Systems Inc., Zoho Corp Pvt Ltd, Microsoft Corp, AnyDesk Software GmbH, BeyondTrust Corporation, Splashtop Inc., GoTo Technologies USA, Inc., Kaseya Limited, TeamViewer SE, and RealVNC Limited, among others. These companies are employing various strategies such as expansion, product innovation, and mergers and acquisitions to enhance their offerings and increase market share.

In conclusion, the South and Central America remote access solution market is on a robust growth path, driven by the increasing demand for secure and flexible remote work solutions, significant government investments in technology, and the ongoing digital transformation across various sectors.

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