

# Consulting Services #1

## Industry

- Consulting Services

## Customer Profile

- Provides human resources and consulting services to more than 3,000 large and mid-size companies worldwide

## Challenges

- Securing sensitive data, including PII (Personally Identifiable Information) in transit
- Mitigating risk associated with transferring PII
- Incorporating a security solution that would provide control over sensitive data throughout the organization

## PKWARE® Solution

- SecureZIP® for Windows® desktop

## Results

- Sensitive data, including PII, is now protected as it is exchanged with business partners and clients
- Mitigated risk associated with transmitting PII while also providing a solution that was trusted amongst business partners
- Contingency key ensured the organization maintained control over data being encrypted by employees

## Company Background

Our client provides human resources and consulting services for more than 3,000 large and mid-size companies across the globe. They work with clients to develop and implement HR business strategies covering the following areas: retirement, financial, and health management; compensation and total rewards; and performance, talent, and change management.

## Challenges and Requirements

Working as a human resources consulting firm, our client is in possession of large amounts of PII (Personally Identifiable Information) such as names, addresses, social security numbers, etc. Several clients and business partners requested that data be sent in an encrypted format to protect it while in transit. At the time, the company did not have a security policy in place and knew that it was necessary in order to continue to protect PII and maintain a trusted relationship with business partners and clients.

When the company contacted PKWARE, they were looking for a solution that would first and foremost secure data in transit and mitigate the risk associated with transmitting PII. They were committed to implementing a process that would improve their approach to data security and ensure that trusted relationships were established with all clients and business partners.

Another critical factor for our client was implementing a security solution that would provide control over the data being transmitted and encrypted throughout the organization. With offices around the world, it was necessary to be able to access data at any time.

## The Solution - SecureZIP

The company decided that SecureZIP for Windows desktop met all of their security requirements and could be quickly and easily deployed on their 27,000 desktops. SecureZIP allows documents containing PII to be encrypted and then sent to various clients, simultaneously establishing trusted relationships and mitigating risk.

When end-users are given the ability to encrypt sensitive data, it must remain accessible to the organization at all times. SecureZIP's contingency key feature allows the company to access encrypted data at any time for audit or data recovery purposes.

As a former PKZIP user, our client had experience with the reliability of PKWARE products. Not only was the company able to completely deploy SecureZIP within their required timeframe, but they were also impressed with the fact that deployment did not disrupt existing processes and workflows.

Out of respect for our clients' privacy, names have been omitted from customer success stories. Many of our clients are happy to discuss their experience with PKWARE products. If you are interested in learning more information about a particular customer success story, please contact us at <http://www.pkware.com/contactus>

United States  
648 N. Plankinton Ave., Suite 220  
Milwaukee, WI 53203  
1.888.4.PKWARE  
<http://www.pkware.com>

UK/EMEA  
Siena Court  
The Broadway  
Maidenhead, Berkshire, SL61NJ  
+44(0)162.850.9019

APAC  
Cerulean Tower 15F  
26-1 Sakuragaoka-cho, Shibuya-ku  
Tokyo 150-8512 Japan  
+81.3.5456.5599