

Financial Services Provider #10

Industry

- Financial Services

Customer Profile

- Leading provider of IT solutions for community-based financial institutions

Challenges

- Securely exchanging information with a wide range of business partners
- Ability to create encrypted tapes, CDs, and email attachments

PKWARE® Solution

- SecureZIP® / PartnerLink for z/OS®
- SecureZIP / PartnerLink for UNIX® Server

Results

- Ability to securely exchange information with business partners at no cost to partners
- No user training required—fast and easy deployment that accelerated partner acceptance

Company Background

Our client is a leading provider of core financial institution processing, card issuer and transaction processing services, and mortgage loan processing for financial institutions, retailers, mortgage lenders, and real estate professionals. The company processes information for 7,800 financial institutions and over 100,000 retailers in more than 60 countries worldwide.

Challenges and Requirements

The company wanted to ensure that their confidential customer information was not compromised by theft, loss, or interception while in transit. They needed a security solution to support the full range of technical capabilities that their partners represented. The company's partners ranged from small to large in size and transaction volume. Each site had various levels of technical experience; in fact, several of the smaller partners did not have access to secure leased lines.

Considering their wide range of partners, the company began looking for a solution that could handle the disparate mix of partners and provide a solution that would be easy to deploy in each operating environment. In addition, the solution had to offer multi-platform capabilities and the ability to create encrypted tapes, CDs, and email attachments. Many partners already used other encryption products, but the company wanted one standard to ease the operational process burden. This meant it was also extremely important that the solution be reasonably priced for their business partners.

Competitive Landscape

The company conducted an extensive evaluation of PGP®, Megacryption®, and PKWARE. They chose PartnerLink, an extension of SecureZIP, over the competition due to its flexibility, ease of use, and multi-platform capabilities.

The Solution – SecureZIP / PartnerLink

PartnerLink clearly provided the lowest risk, highest performance, and the easiest integration and support options for the company's existing infrastructure. It was offered at no cost to their business partners which quickly resulted in partner acceptance, easing the adoption process.

The company had been using PKWARE's cross-platform solutions for years to streamline data storage and transfer, giving them additional confidence in the PartnerLink solution. They now use PartnerLink with over 200 endpoints on a variety of computing platforms including mainframes and UNIX servers.

The company is able to efficiently protect their data with strong encryption, making it virtually impossible for anyone except authorized parties to access files whether the data is at rest or being exchanged with partners.

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>

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