



PKWARE eNewsletter

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We welcome your comments, suggestions, and questions at editor@pkware.com.

Company News: FAA Selects SecureZIP® for End-to-End Enterprise Data Security

SecureZIP Meets Cryptographic Compliance Requirements, Protects Sensitive Information

PKWARE® is pleased to announce that the company has been awarded an enterprise software license and maintenance agreement from the Federal Aviation Administration (FAA). PKWARE's SecureZIP software will be deployed across 50,000 Microsoft Windows® desktops at the FAA and Department of Transportation (DOT).

"Persistent data encryption and effective key management are necessary for the comprehensive protection of sensitive information as it travels or is stored inside and outside of an organization's network," said John Pescatore, VP and Distinguished Analyst for Gartner's Security and Risk Management group.

 SecureZIP will seal sensitive FAA information in secure containers, while leveraging NIST-certified encryption, without hindering agency workflows or business interactions. SecureZIP protects a myriad of data types in files, folders, or email while the information is in motion or at rest.

SecureZIP fulfills the cryptographic compliance initiatives necessary for the FAA to meet the requirements of Office of Management and Budget (OMB) Memorandum M-07-16, "Safeguarding Against and Responding to the Breach of Personally Identifiable Information." It also satisfies the FIPS 140-2 data security standards set forth by the National Institute of Standards and Technology (NIST). SecureZIP further meets the requirements of the FAA and DOT orders for the protection of Personally Identifiable Information (PII).

"We are pleased and honored to have won the FAA award for the SecureZIP license agreement," said George Haddix, Chairman and Chief Executive Officer for PKWARE. "We look forward to helping the FAA safeguard sensitive information as the agency continues to keep our U.S. airspace system safe and secure."

SecureZIP helps government agencies, as well as corporations, achieve privacy and compliance requirements. Effective policy management tools and user-centric design offer transparency and ease of use, while enabling appropriate organizational security controls. Information is available to authorized individuals, but is rendered useless to hackers or thieves.

The FAA purchase of SecureZIP is the latest success for PKWARE. SecureZIP has been sold to over 100 government agencies and over 30,000 distinct corporate entities worldwide in various industries including banking, financial services, healthcare, insurance, manufacturing, retail, and telecommunications.

PKWARE partner, HMS TECHNOLOGIES, helped facilitate the FAA's purchase order for the SecureZIP software license and maintenance agreement.

"HMS TECHNOLOGIES is proud to be one of the premier value-added resellers in the nation, based upon our honor and speed to market," said Harry M. Siegel, President /CEO of the company. "We are a SDVOSB* that has many exclusive relationships, like the one we have with PKWARE. This exclusivity allows agencies to sole source these valuable products in lieu of full and open competition. We look for the best of the best in products that can and will make a difference for the nation we serve. We believe PKWARE is one of those companies, and we look forward to providing a service that will deliver win-win solutions every time."

* Service Disabled Veteran Owned Small Business (SDVOSB)

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Success Story: Leading Insurance Provider Protects 15TB+ of Sensitive Data with SecureZIP®

Company Background

Our client works to position itself as a “one-stop benefits shop” for employers, providing accident, life, and disability insurance. The company’s medical plans cover nearly 12 million individuals. Related businesses, such as dental plans, behavioral care management programs, and pharmacy benefits management cover more than 32 million people.

Challenges and Requirements

The company’s project team was beginning a document management project that would last approximately 30-60 days. The project required digitizing over five hundred 30GB optical disks containing Personal Health Information (PHI). The resulting 15TB+ of converted data needed to be sent from document repositories on the west coast to repositories hosted and managed several states away.

Before information could be transferred from one facility to another, an internal group mandated that all data be encrypted during the transfer, so it would remain secure both in transit and at rest on the receiving machine.

Wanting to avoid expensive “white-glove” shipping methods, the project team needed a solution that would not only encrypt the data, but also remain fast enough to keep up with the conversion process. The internal group suggested [SecureZIP](#) as an approved multi-platform solution.

The team also wanted to eliminate potential failure points and bottlenecks during the exchange process, while mitigating potential risk associated with their current workflow process.

The Solution – SecureZIP

The project team quickly realized that SecureZIP would solve their security issues, while still providing the necessary compression of data. The team worked with PKWARE® to obtain the required licenses for the duration of the project.

Using [SecureZIP Server](#), the project team was able to zip and encrypt the data on the source AIX® system in California at a much faster rate. Encrypted discs were sent to the off-site facility, and then decrypted and unzipped on the destination AIX machine.

The new process took just three steps and eliminated any data from being sent unprotected “in the clear:”

1. Information was compressed and encrypted on the originating AIX machine and stored on discs
2. Encrypted discs were sent to receiving destination
3. Information was decrypted and unzipped on the receiving AIX machine

After SecureZIP was installed on the IBM® servers, the team was able to encrypt 30GB of converted data for each optical disk in approximately 11 minutes, using AES 256-bit encryption algorithm. The encryption rate easily kept pace with the conversion process and data was then shipped via a standard overnight courier.

SecureZIP ensures that corporate data remains protected throughout the entire exchange process, avoiding the need for more expensive or complex solutions. SecureZIP also streamlined the exchange process, providing a cost-effective and efficient solution for sending vast amounts of PHI data to remote locations.

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Topics & Trends: End-to-End Enterprise Encryption

PKZIP® technology was applied first to efficient data management by combining the multi-file, cross-operating system archive format with data compression. Market needs have evolved and PKWARE continues to help its customers meet critical business requirements with SecureZIP®, providing the same data compression and file management capabilities, coupled with strong data protection and authentication.

[Read the End-to-End Enterprise Encryption article in its entirety here](#)

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Company News: PKWARE® Out and About at Industry Conferences

During March and April, PKWARE was out and about, exhibiting at industry-leading events, including the FAA IT/ISS Training & Partnership Conference, RSA® Conference 2009, and Infosecurity Europe.

FAA IT/ISS Partnership & Training Conference – Dallas

This annual meeting of IT/ISS personnel from the Federal Aviation Administration (FAA) and the Department of Transportation (DOT) focuses on the future of information systems security and information technology.

The PKWARE booth showcased SecureZIP® solutions, with a focus on [SecureZIP for Windows® Desktop](#), which [the FAA is deploying on 50,000 desktops](#).

RSA Conference 2009 – San Francisco

As the information security field continues to grow in importance and influence, RSA Conference plays an integral role in educating and connecting security professionals across the globe.

PKWARE annually exhibits at this premier industry conference. This year, our booth showcased how [SecureZIP](#) helps organizations “solve their data security puzzles,” providing a cross-platform data compression and security solution that integrates into existing infrastructures. We hosted engaging booth activities with presentations scheduled throughout the four-day expo.

Infosecurity Europe – London

Infosecurity Europe helps information security professionals address the challenges of today, while preparing for those of tomorrow, with a combination of educational programs and an international exhibitor floor.

Attendees that visited the PKWARE booth learned about the benefits of [SecureZIP](#) and [SecureZIP PartnerLink™](#). Through customer success stories and product demonstrations, booth visitors discovered how PKWARE solutions could integrate into their existing infrastructures, while providing end-to-end encryption across all computing platforms.

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Analyst Corner: Meet Diana Kelley of SecurityCurve

There are scores of consulting firms and analysts that address information technology and data security. To help you sort through the clutter, PKWARE® will periodically publish the "Analyst Corner" in our bi-monthly eNewsletter. We'll profile analysts and analyst firms that we believe have valuable insight into the direction and application of data security in the enterprise.

In this Analyst Corner, meet SecurityCurve and one of its founders, Diana Kelley.

[SecurityCurve](#) gives companies market and technology insight to demystify security products and solutions, in order to make agile business moves to stay ahead of the security curve. Headquartered in Amherst, New Hampshire, the firm serves customers worldwide by providing as-needed access to security experts who work as trusted advisors, understand clients' needs and the underlying application architecture, and know how to bridge the gap between business and technology. Clients benefit from targeted intelligence, comprehensive research, and focused solutions to stay ahead of the competition in a rapidly changing market.

Diana Kelley founded SecurityCurve in 2003 and has extensive experience creating secure network architectures and business solutions for large corporations and delivering strategic, competitive knowledge to security software vendors. She has also held executive positions at Burton Group, CA's eTrust Business Unit, Symantec, and KPMG's Financial Services Consulting organization. In addition to frequently speaking at major conferences, such as RSA, WiFi Planet, BlackHat, InfoSec World, NetWorld/InterOp, and Information Security Decisions, Diana has authored numerous white papers and research documents, wrote the chapter on "PKI and Directories" for the book *PKI: A Wiley Tech Brief*, co-authored *Cryptographic Libraries for Developers*, and contributed articles to many leading computer and information technology trade journals.

We encourage you to read her latest white paper, "[Addressing the Unstructured Data Protection Challenge.](#)" Within it, Diana concludes that there are no short-cuts to protecting customer and company data. Comprehensive ***data-centric protection*** requires a phased, prioritized approach that applies processes and technologies at multiple layers. [The free white paper:](#)

- Provides an overview analysis of the many facets of data-centric security
- Explains how organizations can approach the problem strategically
- Focuses on controlling and protecting unstructured data with encryption
- Details selection criteria when choosing an enterprise solution for the unstructured data-centric security problem

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