

## Banking Institution #6

### Industry

- Banking

### Customer Profile

- Large international bank providing investment banking services, brokerage, insurance, asset management, leasing, and factoring

### Challenges

- Finding a compression solution to replace WinZip<sup>®</sup>

### PKWARE<sup>®</sup> Solution

- PKZIP<sup>®</sup>

### Results

- Provided a strong enterprise solution at a lower price
- Policy manager allowed for control over which employees could encrypt data
- Ability to easily upgrade to SecureZIP for future data security concerns

### Company Background

Our client is a large international bank with more than 570 domestic banking locations and over 1,000 units overseas. The bank provides a full range of financial products and services, including investment banking services, brokerage, insurance, asset management, leasing, and factoring.

### Challenges and Requirements

The bank was using WinZip for desktop compression throughout their organization. When their license was due for renewal, they were dissatisfied with WinZip's pricing policy changes. WinZip, recently acquired by Corel, had tripled prices for license quantities over 500 and wanted to charge maintenance fees equal to 18% of the product price. These changes caused the bank to release an RFP in an effort to find a more affordable and robust ZIP-based compression solution for their desktops.

### The Solution - PKZIP Enterprise Edition

Several vendors responded to the RFP, including WinZip. The bank chose PKZIP Enterprise Edition from PKWARE because it exceeded their requirements, providing a better enterprise solution at a lower price. In addition, PKZIP Enterprise Edition met the bank's current needs for encryption management with Policy Manager, which allows the ability to control which employees may encrypt data.

Most importantly, PKZIP offers a simple upgrade path to enterprise data security. The bank was beginning to recognize the importance of data security and liked having the option to upgrade to SecureZIP, which would provide them with more advanced security capabilities without disrupting current operating processes.

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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