

# Financial Services Provider #1

## Industry

- Financial Services

## Customer Profile

- One of the top 20 largest banks in the world, serving over 20 million consumer clients

## Challenges

- Encrypt data being saved to tape
- Exchanging data securely with business partners

## PKWARE<sup>®</sup> Solution

- SecureZIP<sup>®</sup>/PartnerLink for z/OS<sup>®</sup>

## Results

- Able to exchange data securely with business partners

## Company Background

Our client is a prominent international bank, serving more than 20 million consumer clients around the world.

## Challenges and Requirements

The bank had experienced a security breach when a tape containing unencrypted sensitive customer information was lost in transit to a consumer credit bureau. While they already had an encryption initiative underway, the breach accelerated the project. The bank's immediate need was to encrypt the data being saved to tapes from their z/OS mainframe. This data was being exchanged monthly with their largest trading partner.

## Competitive Landscape

Concurrent to the data breach, the bank had signed a deal to outsource their data center operations. Their outsourcing partner was currently evaluating and testing PartnerLink (powered by SecureZIP<sup>®</sup>) against IBM<sup>®</sup> software encryption solution, Encryption Facility for z/OS.

After an extensive evaluation, the bank and its outsourcing partner agreed that PartnerLink was the best solution. Not only could PartnerLink meet all of their key requirements, but the solution was more cost effective than IBM's EF and could be implemented very quickly.

## The Solution - PartnerLink

PartnerLink provided the bank with a framework for exchanging data securely with partners. In addition to efficient implementation, the bank was influenced to select PartnerLink because of its acceptance from other business partners. The bank's largest business partner was already using SecureZIP, allowing the companies to begin securely exchanging information immediately.

In the future, the bank can easily extend PartnerLink to enable the secure exchange of sensitive data with other business partners, at no cost to those 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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