

Customer Success Story:

Leading Retailer Secures External Information Exchange, at No Cost to Business Partners

Industry

- Retail

Customer Profile

- One of the United State's top 20 retailers
- Over 850 locations nationwide

Challenges

- Securely exchanging data with external business partners
- Meeting PCI DSS compliance requirements

PKWARE® Solution

- SecureZIP PartnerLink™ for z/OS®

Results

- Securely exchanged information with external business partners
- Increased operational efficiencies within the data center
- Achieved interoperability across all computing platforms within the organization

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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Company Background

Our client is one of the nation's top 20 retailers, with over 850 locations.

Challenges and Requirements

The retailer was facing increasing pressure to comply with increased PCI DSS regulations, especially when exchanging information with business partners. The retailer recognized the need to find a data encryption solution—one that would conserve resources and allow them to create an archive directly out of an application, thereby significantly reducing file encryption, compression, and transfer time.

The Solution - SecureZIP PartnerLink

Although the retailer investigated other data security solutions, SecureZIP/PartnerLink quickly proved to be the solution to the retailer's data security concerns—it was easy to use and support, and maintained superior functionality and encryption capabilities. PartnerLink, an extension of SecureZIP, also solved the issue of securely exchanging sensitive data with over 200 business partners.

PartnerLink extends the retailer's security policies to external partners by complementing existing infrastructures and security environments, making bidirectional exchange of data an easy task. PartnerLink is provided to business partners at no cost.

The Application Integration feature of SecureZIP provided the retailer the ability to stream data directly into, or out of, a secure Zip container, improving operating efficiencies and ensuring data remained protected, without ever staging it to disk. Application Integration ensured that the retailer would no longer have to risk writing data to temporary files for exchange, providing increased compliance with PCI DSS mandates. SecureZIP also dramatically increased operational efficiencies- testing of SecureZIP has shown elapsed processing times reduced by up to 90% and CPU second utilization reduced by up to 60%.

SecureZIP's performance and reputation for helping organizations comply with PCI DSS assures potential users that their data will be protected in transit and in storage. In addition to securing data, SecureZIP effortlessly streamlines and increases productivity. SecureZIP also works seamlessly across platforms, including mainframes and midrange systems, servers, and desktops. It also simplifies operations procedures by supporting both PKI and non-PKI implementations, while providing scalability to fit the organization's infrastructure.

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