

Retailer #4

Industry

- Retail

Customer Profile

- Leading international specialty retailer offering clothing, accessories, and personal care products
- Operates over 3,000 stores and outlets globally

Challenges

- PCI compliance
- Compliance with California Information Practices Bill
- Finding a solution that was scalable and able to adopt to changing environments

PKWARE® Solution

- SecureZIP for z/OS®
- SecureZIP for UNIX® server
- SecureZIP for Windows® desktop

Results

- A solution that could incorporate the anticipated implementation of PKI environment
- Met expected compliance requirements, as well as others including HIPAA

Company Background

Our client is a leading international specialty retailer offering clothing, accessories, and personal care products for men, women, and children. Operating under the retailer are multiple brand names with over 3,000 stores and outlets globally.

Challenges and Requirements

The retailer anticipated being affected by a variety of compliance initiatives, including PCI and private state laws, requiring companies to disclose any security breach to those affected by it. Wanting to avoid a breach and the negative publicity associated with it, the retailer took a proactive approach to data security and began planning, researching, and budgeting a security initiative a year in advance.

The retailer recognized that their primary challenge was to secure their outbound financial and customer data. This data originated on their z/OS machines, UNIX servers, and desktops, so they needed a multi-platform solution that would support all of their computing environments. They needed a solution that was scalable, able to adapt to changing environments and compliance mandates, and had a strong presence in the marketplace. Overall, they wanted a long-term solution that would grow with their organization and meet both current and future security requirements.

Competitive Landscape

The retailer had PGP® installed on about 10% of their servers, but had experienced issues associated with cost and licensing complexity. In addition to PGP, they considered a wide variety of security solutions, including MegaCrypt®, IBM® MQ, SSE, S/MIME/SecureContent/Via Seal, and EFS.

The Solution - SecureZIP

The retailer chose SecureZIP, a data-centric solution, because it met all of their requirements. They were also very familiar with RSA and their relationship with PKWARE. The retailer implemented SecureZIP for z/OS, UNIX Server, and desktop.

The retailer liked the scalability and flexibility SecureZIP offered their multi-platform enterprise. SecureZIP provided a solution that could incorporate their anticipated implementation of a PKI environment, making SecureZIP's support for public key encryption extremely valuable. In addition to using SecureZIP for their business data, they recognized that they could use SecureZIP for other data security requirements including securing HR information for HIPAA compliance.

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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