

## Customer Success Story: Retailer #6

### Industry

- Retail

### Customer Profile

- One of America's largest retailers with over 1,000 locations in the U.S. and Puerto Rico

### Challenges

- Secure sensitive data, including customer information within the organization
- Finding a solution that would provide increased storage capacity for information on servers

### PKWARE® Solution

- PKZIP® & SecureZIP® for Windows® desktop
- PKZIP® & SecureZIP® for Windows® server

### Results

- Met the needs for file storage expansion, compression, and security
- Allowed for the opportunity for future upgrades
- Satisfied PCI compliance requirements

### Company Background

Our client is one of America's largest retailers, operating over 1,000 locations in the United States and Puerto Rico. The retailer also provides one of the largest apparel and home furnishing sites on the Internet and operates one of the nation's largest general merchandise catalog business.

### Challenges and Requirements

The retailer was in need of additional space to store inventory information and customer transactions, as well as employee and customer data. This data is sent from regional store servers prior to the start of the next business day. The retailer also wanted to secure sensitive data being sent via email from various desktops in the organization.

The retailer required a solution that would provide increased storage capacity for information on store servers. They also needed to ensure desktop files were encrypted to protect sensitive customer data being exchanged internally and externally via email.

Due to the interoperability, ease of implementation, and multi-platform offerings PKWARE solutions provided, the retailer chose a combination of PKZIP and SecureZIP for their operating environment. The first priority was to upgrade store servers to the most recent version of PKZIP so the company could process over 4 gigabytes of information. The retailer also decided to upgrade 10,000 desktops at their corporate headquarters to run SecureZIP.

### Competitive Landscape

While searching for the right product to support their upgraded servers and encrypt sensitive data, the retailer considered the WinZip® Command Line, but chose PKWARE products because they offered more robust functionality at a better price.

### The Solution - SecureZIP & PKZIP

Overall, PKWARE met the retailer's need for file storage expansion, data compression and encryption, security, and cost-effectiveness. PKWARE products also offered the opportunity for future upgrades. Our client was in vendor-consolidation mode and PKWARE's ability to offer comprehensive products on all major computing platforms provided increased cost savings and convenience. By selecting SecureZIP, the retailer also satisfied PCI compliance requirements.