



PKWARE eNewsletter

October/November 2008

This October/November 2008 edition of PKWARE's eNewsletter brings you customer successes, new product information, PKWARE® in the news, and a white paper that sets the record straight on Public Key Infrastructure (PKI) management.

At PKWARE, we help thousands of companies around the world do business more securely and efficiently with our industry-leading data security, file management, and data compression solutions, SecureZIP® and PKZIP®. We hope this eNewsletter, in a small way, provides you with information that does a bit of the same. We welcome your comments, suggestions, and questions at editor@pkware.com.

In This Issue:

Product News: New SecureZIP Partner Platform Allows Easy Exchange of Secure Files with Business Partners..... 3

In the News: *Computer Technology Review* Publishes Data-centric Email Security Article by PKWARE 3

Success Story: SecureZIP Helps Global IT Service Provider Secure Sensitive Data to Tape, Establish Multiplatform Security Standard, Meet PCI Mandates 4

Government Product News: SecureZIP Brings FIPS 140-2 Module to Windows® Desktop 5

White Paper: Data Security Mythbusters: Public Key Infrastructure (PKI) 5

Success Story: Federal Regulatory Agency Addresses FIPS 140-2 Desktop Security, Supports PKI with SecureZIP® 6

Product News: New SecureZIP Partner Platform Allows Easy Exchange of Secure Files with Business Partners

To help companies and their business partners more easily exchange secure files, PKWARE is pleased to announce an extension to our [PartnerLink®](#) platforms, supplementing the interfaces currently available for all major enterprise server platforms.* We've introduced **SecureZIP Partner for Windows Desktop****, an intuitive desktop client interface.

With a number of data exchanges received and processed on a Windows client, SecureZIP Partner for Windows Desktop provides a simple graphical user interface (GUI) for resources only familiar with “point-and-click” GUI computing. Anyone that works within a Windows desktop environment can quickly learn how to use this new SecureZIP Partner interface, allowing a company to extend the benefits of PartnerLink to more business partners.

SecureZIP Partner for Windows Desktop provides a zero install process and its “drag-and-drop” functionality makes it easy to use, with all files to and from the PartnerLink sponsor organization stored in a single desktop folder for quick access.

SecureZIP Partner for Windows Desktop can be used in conjunction with any other SecureZIP PartnerLink platforms. It is available for download by partners, free of charge.

Learn more about PartnerLink by visiting [PKWARE's Website](#) or [downloading a datasheet](#).

* IBM® System z®, i operating system, and AIX®; HP-UX; Sun Solaris™; Linux (Redhat & SuSE distributions certified); Windows Server®

** SecureZIP Partner for Windows Desktop differs from PKWARE's other Windows desktop products. It does not include the full-featured interface or Windows Explorer®, Office®, and email integration features.

[Back to main page >>](#)

In the News: *Computer Technology Review* Publishes Data-centric Email Security Article by PKWARE

Email is everywhere.

“It permeates virtually every part of business and our personal lives,” write PKWARE's Jeff Cherrington and Jim Peterson. “It marries instant gratification with the desire to connect, for both professional and personal needs. However, we are seeing the same trends with e-mail as with the rapid adoption of the automobile in the last century – safety and security have been afterthoughts.”

Read the complete [Computer Technology Review](#) article about inherent email security risks, as well as nine guidelines for reviewing email data protection solutions.

[Download the article](#)

[Back to main page >>](#)

Success Story: SecureZIP Helps Global IT Service Provider Secure Sensitive Data to Tape, Establish Multiplatform Security Standard, Meet PCI Mandates

Company Background

This publically traded company is a global provider of sophisticated information processing, computer software services, and business solutions to the financial services, communications, and healthcare industries. It is the largest provider of third-party shareholder recordkeeping services in the United States and employs approximately 9,000 people, both domestically and internationally.

Challenges and Requirements

The company exchanges sensitive financial information with its business partners, representing some of the largest mutual fund companies in the world. The majority of this information is sent via tape from the company's mainframe to business partners. The company specifically wanted to use key encryption at the X.509 standard to protect the sensitive information being exchanged.

The ability to deploy a security solution quickly and easily was a top concern for the organization – the need to protect tapes sent to external business partners was paramount. In addition, it was looking for a solution that would securely transfer data and be compatible with all of its operating platforms, including z/OS® mainframes, IBM i operating system, UNIX® servers, and Windows desktops.

Due to the financial data that the company handles, it was also facing the requirement of complying with PCI mandates.

Competitive Landscape

The organization was currently using Data21® and PGP®. It evaluated both options to provide the required security, as well as MegaCryption. All of the solutions proved to be either too expensive for practical implementation or were prohibitive in security capabilities.

That's when the company contacted PKWARE.

The Solution – SecureZIP

At first, the company was only concerned with launching [SecureZIP on its z/OS mainframe](#). However, after experiencing the scalability of the solution, the company decided to deploy SecureZIP on its [IBM i operating system](#), [UNIX servers](#), and [desktops running on Windows](#). By purchasing SecureZIP for several operating platforms, it is able to use the solution as a standard within the company. They can also standardize the solution to specifically meet its evolving business needs.

SecureZIP met all of the company's needs, including the ability to encrypt sensitive data using the X.509 standard, allowing for the secure transfer of tapes with business partners. SecureZIP was launched throughout the organization, providing security across multiple operating platforms and complying with PCI mandates.

The organization also realized two unexpected benefits from its SecureZIP investment:

- SecureZIP helped differentiate the company from its competition
- The solution could be extended to the data processor's business partners at no cost, further enabling the exchange of secure data

[Read more customer success stories](#) on PKWARE's Website.

[Back to main page >>](#)

Government Product News: SecureZIP Brings FIPS 140-2 Module to Windows Desktop

Microsoft® Windows XP with Service Pack 3 provides a **FIPS 140-2** validated module, which PKWARE leverages with our [SecureZIP for Windows Desktop](#) software.

When run in FIPS mode, [SecureZIP](#) allows government agencies to be in compliance with FIPS 140-2 by using validated cryptographic modules to protect data. The specific module used differs by operating system version and/or hardware platform, [as outlined here](#).

PKWARE has been a trusted software partner to the DOD and civilian Federal agencies, providing FIPS-compliant software solutions that enable departments and agencies to effectively protect data and maintain FISMA compliance. And, when FISMA compliance is required, PKWARE can provide a solution for all major computing platforms.

According to a Security Architect at a Federal Regulatory Agency, other vendors "...quickly disqualified themselves, because they could not meet FIPS 140-2. With PKWARE's long history of providing enterprise file management solutions, we realized early on that if SecureZIP were chosen, it would do double-duty, replacing WinZip® in compressing files and replacing PGP in securing files."

[Read the complete customer success story](#) to learn more about how this Federal Regulatory Agency addressed its FIPS 140-2 desktop security requirements with SecureZIP.

[Back to main page >>](#)

White Paper: Data Security Mythbusters: Public Key Infrastructure (PKI)

The value of sensitive information, the pressures of regulatory oversight, and the rapidly increasing threats to networked environments are compounding, forcing organizations to consider data encryption as a means to mitigate risks associated with the distribution of information.

Based on a legacy perception that "key management is too hard," many companies have failed to adopt public key infrastructure (PKI), a necessary component for truly durable data protection...even in the current risk environment. PKI-based data encryption strategies that are well implemented meet enterprise requirements for speed of deployment, ease-of-use, application integration, and return on investment.

This complimentary white paper provides a PKI overview and dispels common myths associated with PKI management.

[Download the white paper today](#)

[Back to main page >>](#)

[Success Story: Federal Regulatory Agency Addresses FIPS 140-2 Desktop Security, Supports PKI with SecureZIP®](#)

Tasked with finding an encryption solution that would meet FIPS 140-2 requirements, as well as support Public Key Infrastructure (PKI), this Federal Regulatory Agency quickly learned that its WinZip® software couldn't meet either need. With SecureZIP, the Agency found a "win-win" solution.

[Read the complete success story](#)

[Read more customer success stories](#) on PKWARE's Website

[Back to main page >>](#)