![ssh logo]
ssh®
Securing the path to your information assets

SSH Communications Security secures Supply Chain Management for a Leading Pharmaceutical Wholesaler

As part of a system update, Tamro Corporation decided to upgrade security for its file transfer operations. Since a key requirement was also to ensure compliance with public accountability regulations, the company chose SSH to secure the sharing of logistical data with its pharmaceutical partners.

The Tamro Group is the leading pharmaceutical wholesaler and distributor in Northern Europe. The Group operates in the Nordic countries, the Baltic States, Poland, and in Russia through a minority shareholding. Tamro's average share of the pharmaceutical wholesale market in Northern Europe is around 55%. Tamro is a subsidiary of the pan-European PHOENIX Group. Headquartered in Vantaa, Finland, Tamro employs 4,900 people and annual revenues total EUR 4.900 million.

Tamro Finland is a business unit of the Tamro Group and is the leading distributor of pharmaceutical products in Finland with 58% market share.

Upgrading Security and Ensuring Regulatory Compliance

The key competencies of Tamro compared to its competitors are its logistical efficiency and an automated, state-of-the-art distribution system that provided extremely fast deliveries to retailers. A critical part of the pharmaceutical distribution process is a timely delivery of logistical and order information to manufacturers. To ensure the reliability and safety of these information flows, the confidentiality, integrity and authenticity of the data need to be guaranteed. As a part of a system update, Tamro Corporation decided to upgrade the security measures for protecting file transfers between the Tamro enterprise resource planning (ERP) system and its partners' systems. Most of these file transfers involved automated exchange of files, initiated either by Tamro's servers or servers at the partners' premises.

Customer: Tamro Corporation

- **Industry**: Wholesale
- **Net sales**: EUR 1,039 million
- **http://www.tamro.fi/**

Tamro

One of the major drivers of the file transfer security project was the need to comply with multiple new international regulations. Many of Tamro's partners, including some of the largest pharmaceutical companies in the world, are regulated by legislation such as the Sarbanes-Oxley Act (SOX). Vendor accountability, advanced auditing functionality and reliable support services were considered to be among the key criteria for choosing the secure file transfer solution. Since many of Tamro's partners used a variety of different operating systems including Windows, Unix, and Linux in their IT infrastructure, an additional customer requirement was broad platform support.

A Standardized Solution for Secure File Transfers

Tamro Corporation deployed SSH Solutions for securely sharing logistical data with its pharmaceutical manufacturer partners. Tamro's partners welcomed the standards-based SFTP (Secure File Transfer Protocol) functionality and command-line SFTP and SCP (Secure Copy) tools that allow easy scripting of automated file transfers as they were simple to install and easy to use. The standards-based design and cryptographic certifications of SSH Solutions allowed Tamro to standardize secure file transfer throughout the partner network.

By providing commercially supported solution with a highly skilled technical services staff and guaranteed response times, SSH easily fulfilled the fulfillment requirements set by Tamro Corporation. In addition, a strong product roadmap for advanced SFTP operations fulfilled Tamro's desire to establish a long-term vendor relationship in the area of secure file transfer.

By the Spring of 2006, the new secure file transfer service of Tamro Corporation was already in use and the partner rollout was in progress. Members of the Tamro supply chain were given access to the SSH Customer Download Center to download SSH Client and Server software for bi-directional file transfers between Tamro and its partners.

"SSH with its advanced SFTP functionalities not only satisfied all our current product requirements, but the proactive development roadmap and highly skilled technical support team proved that we can confidently rely on SSH for our future communications security needs."

TEEMU SYSMÄLÄINEN
Marketing Manager
Tamro Finland

Solution Benefits

• Strong encryption safeguarded the confidentiality of pharmaceutical data and the reliability of the distribution process

• Enterprise-class features facilitated compliance with key regualtions, including the Sarbanes-Oxley Act

• Easy scripting of automated file transfers with an FTP-like user interface minimized the total cost of deployment and on-going operations

• Broad platform support provided a single standard solution for all secure file transfers with business partners

• Reliable support services from the original developers of Secure Shell ensured prompt responses