

CASE STUDY

Food and Beverage Company

Global company secures sensitive data on over 100,000 desktops

CUSTOMER PROFILE

- ▶ World's largest food and beverage company
- ▶ Over 250,000 employees with operations in nearly every country in the world

CHALLENGES

- ▶ Reducing operational costs and overhead by finding a new data compression solution to replace WinZip
- ▶ Protecting sensitive data during movement or storage according to corporate policies
- ▶ Implementing data security that works across multiple operating platforms

PKWARE SOLUTION

- ▶ SecureZIP for Windows Desktop Enterprise Edition

RESULTS

- ▶ Implemented a single software solution that addressed several data security and compression needs
- ▶ Met tight deployment schedule
- ▶ Achieved cross-platform data security
- ▶ Ability to control employee encryption capabilities to ensure corporate security policies are enforced throughout the organization

Company Background

Our customer is the world's leading nutrition, health, and wellness company. It employs over 250,000 people worldwide with factories or operations in almost every country in the world. The company is the world leader in coffee distribution, and is also one of the world's largest bottled water and baby food makers. It is also a top player in the pet food business.

Our customer strives to grow its existing products through innovation and renovation and to bring the best and most relevant products to people, wherever they are, whatever their needs, throughout their lives.

Challenges and Requirements

When the company first contacted PKWARE, they were using WinZip® for desktop data compression, but when WinZip was acquired by Corel and began aggressively changing their licensing policies, it was forced to deal with the prospect of large ongoing operational costs. As a direct result, they decided to look at alternative compression tools to replace WinZip on 140,000 desktops throughout the organization.

The company had an aggressive window to implement an alternative compression tool, so they sought a solution that could be installed quickly. While compression was the current requirement, the security group desired a solution that would be compatible with future data security needs as well. Ideally, the chosen solution would even offer an upgrade path to security.

The company evaluated PKZIP from PKWARE and PowerArchiver. They chose PKZIP due to its low cost, flexibility, and simplicity. The ability to eventually upgrade to enterprise data security via SecureZIP was also a key driver.

After implementing PKZIP, the company approached PKWARE looking for a product that would handle multiple security issues with a single solution. First, they needed a product that would securely transfer and store sensitive data and provide the capacity to encrypt information in accordance with company policies. They also needed cross-platform interoperability to ensure their data is secure and can be easily transferred between disparate systems.

The Solution: SecureZIP for Windows Desktop Enterprise Edition

The company maintains over 140,000 desktops and saw particular value in SecureZIP for Windows Desktop Enterprise Edition's support for digital signing encryption. They also liked the policy manager functionality, which gives them a central tool to enforce the encryption policies they wish to implement—this helps manage solutions, including which employees have the ability to encrypt data. SecureZIP for Windows Desktop Enterprise Edition is able to integrate with The company's Active Directory structure, which was a key driver in their search for a security solution. Finally, they found value in the encrypted file share feature and cross- platform portability that SecureZIP will provide for their data.

SecureZIP, being an upgrade of the company's current PKZIP software, deployed easily and efficiently. They first deployed SecureZIP for Windows Desktop Enterprise Edition to executives and employees handling particularly sensitive data (i.e., Human Resources and Finance departments). SecureZIP was then deployed to remaining employees, totally over 100,000 desktops.

Overall, with a single product, SecureZIP for Windows Desktop Enterprise Edition provided solutions to several data security issues and data compression needs—something WinZip, the company's original compression utility, could not address. This resulted in cost and resource savings and reduction in complexity of their desktop environment.

PKWARE connects security with performance, helping businesses protect and maximize data as it moves from mainframe to servers to desktops and into the cloud. We created the ZIP file standard in 1986 and continue to provide innovative solutions in use by more than 30,000 global customers for billions of documents every day.



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