

Managed File Transfer Buyers Guide

Checklist for maximizing security, compliance, productivity, and value

“...47% of security breaches were caused by either inadvertent misuse (32%) or deliberate abuse (15%) by an insider[...] The problem can be traced in part to a lack of control over data sharing with conventional strategies such as email, FTP and consumer-grade cloud services like Dropbox and YouSendIt.”

NetworkWorld.com

When it comes to managed file transfer, the success of your operation hinges on maximizing productivity and security, while maintaining top-notch compliance—anything less undermines your ROI. And despite the wide offering of managed file transfer (MFT) products on the market today, the reality is that not all file-transfer solutions are created equal.

It’s imperative to choose a solution that meets your unique business and industry needs while delivering superior value and performance. This whitepaper explains several things to consider when evaluating MFT technology.

Why Your MFT Solution is Falling Flat

Before jumping on the bandwagon with brand new startups or settling for the first tool that has all the right buzzwords, make sure the managed file transfer solution you choose meets every current and future demand of your organization.

- > *Does the provider put security first?* Compliance and security are critical for every company, in every industry. Violating the newest iterations of HIPAA, PCI DSS, or FISMA, for instance, or losing customer information to a data breach, can quickly land your company in hot water—and severely affect your company’s reputation and revenue. Be sure that your MFT solution delivers enterprise level security for your organization’s most sensitive data and supports compliance mandates for your industry.

Enterprise-Level Security

Most importantly, the next time you look to a “box” solution, don’t forget that they were built with the consumer in mind—not enterprise security.

- > *How available is the system?* If your MFT solution goes down, that could mean your customer doesn’t get the timely data that you promised, or corporate can’t process the day’s financial transactions. In today’s always-connected environment, customers, partners, and colleagues expect instant access to information. Failures like this can negatively affect customer experience and hurt productivity.

While system downtime is an unfortunate reality for every organization, businesses need to do everything possible to maximize uptime—especially when it comes to the sharing of critical data and information. A [recent Globalscape survey](#) discovered that downtime typically costs between \$250k and \$500k per hour—a cost that no business can regularly sustain. At its core, an MFT solution should make company files available at all times. When evaluating MFT options, depend on vendors that maximize uptime through high-availability architectures and active-active clustering.

Bottom-Line Considerations

- > *Will it increase your ROI?* Determining the right price-point can be difficult: too high and your ROI is at risk, too low and—well, you get what you pay for. Regardless of the technology that’s being introduced to your organization, the solution should be fast, easy to use, and reduce costs in the process. Select a product that offers a wide price range, with multiple levels of functionality, so you pay for only the features that are important to your organization.

For organizations that send large amounts of data, manually setting up file transfers is both resource-intensive and error prone. The top solutions automate the entire process, including two-way transfers. When evaluating an MFT vendor, you should look for solutions that can reduce file transfer setup time by 80 percent.

- > *Will it grow with you?* Growing pains are common for businesses, but that doesn’t mean IT can afford to switch products every time the company sees growth. Rip and replace solutions quickly add up in cost and require deployment dedication that takes significant resources away from more strategic initiatives. An MFT solution should scale and enable growth through seamless integration with business partners, and be fully customizable to your unique business preferences and organizational challenges.

Check for Strength and Reliability

- > *Is the vendor proven?* The popularity of “box” products might make them appealing, but they’re consumer-oriented technologies that present a major security risk. Before blindly choosing a product based on its brand name, take a hard look at the durability and history of the company. Rely on a proven and trusted product, built with the enterprise in mind.
- > *Is the platform user intuitive and easy to use?* The usability of an MFT platform is critical for maintaining security and compliance. Today’s workforce expects instant access to information and the ability to send and receive data at the press of a button. When technology comes up short, employees are forced to find a workaround. [Recent research by Globalscape](#) finds that, most often, that workaround is a consumer-grade file-sharing tool, such as personal email, consumer file-sharing sites, remote devices and cloud storage services, all of which, when used by employees to transfer corporate information, present significant security and compliance risks to organizations. When evaluating an MFT solution, ease of use and user adoption are key things to consider.

Take Action: Make the Switch

If you’re considering a new MFT solution, or even if you’re just evaluating your current product, make sure you’re asking the right questions. Like most organizations, you probably already have a file transfer process in place. But is it truly meeting the needs of your business? Below are a few things to discuss during the evaluation process, to ensure your business is equipped with the right solution.

Is your solution capable of:

- > Military-grade security and compliance, built for the enterprise
- > Comprehensive auditing and reporting
- > Maximizing uptime through high availability and active-active clustering
- > Fully scalable and customizable, with easy migration from SMB to enterprise level
- > Maximum automation and system visibility
- > Reliable and available U.S.-based support
- > Easy integration with other vendor products
- > Secure mobile management
- > Proven, award-winning vendor

Globalscape’s award-winning managed file transfer solution is easy to implement and customizable to your business’ size and demands. [Request a free trial](#) today, and experience what your organization has been missing.