Managed File Transfer: Can your business thrive without it?

How secure managed file transfer adds value and drives business

84% of employees use personal emails to send sensitive files

50% use cloud-based services such as Dropbox or YouSendIt

30% have lost a USB drive containing confidential information

Source: "Are employees putting your data at risk?" TechRadar.

With so many different moving parts involved in running a successful organization, the last thing you want to do is to put all of that at risk by either not using a managed file transfer (MFT) solution OR by using the wrong solution. There's just too much at stake. Ultimately, you're putting the reputation of your business at risk with the wrong MFT solution. Why? Your network is vulnerable to security and data breaches without the right MFT solution.

The rapid movement of files and the ever-growing volume of those files present operational efficiency challenges that demand a strategic solution with a focus on delivering not just files, but real business value. From the C-suite to frontline employees, how file transfers are accomplished, managed, monitored, and reported is critical to every aspect of business operations and extends beyond the company to reach and affect customers, partners, and other stakeholders.

It's not unusual for a company to use a variety of formal and informal file-sharing methods. For example, you may find one employee sending an important work document to a colleague via email, and someone else nearby could be downloading a long, complex presentation to a USB stick to be sent via overnight delivery to a customer. Elsewhere, a graphics-intensive file that is too large for the company's email system may be loaded onto a free file-sharing website for delivery to a key partner.

These scenarios are typical. They frequently take place beyond the control of managers, department heads, executives, and IT. These leaders have a significant amount of operational, financial, and legal responsibility to an organization, and yet it's difficult to manage these frequent security risks.

Managed file transfer (MFT) solutions and services help connect the "dots" between the various ad hoc and systematic ways that files are moved.

The right MFT solution, configured and deployed to meet unique business-specific needs, brings order, structure, and, importantly, visibility—which constitutes business mangement intelligence—to complex, large data and file transfer environments.

The Right MFT Solution Can Deliver Bottom-Line Results and Peace of Mind

Until recently, evaluating and choosing MFT solutions has been a concern mainly for IT departments. But increasingly, business leaders are gaining a richer understanding of how MFT can add value at every step: internally, as data is managed and manipulated to produce and enable "work" or transactions, and externally, when the seamless, secure hand-off of data or files to customers and partners is completed. Confidence comes from knowing that the data was properly processed, reported, and analyzed. The right MFT solution must do all of this.

> "The challenge in getting managed file technology right is balancing the needs of collaborative file sharing vs. file-based system-to-system integration. End users demand simple file sharing solutions that are quick to get started while IT demands compliance to corporate and regulatory security standards."
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> Source: "Defined Managed File Transfer for IT *Pros," Wired, 2014*

From large files (e.g., blueprints, designs, videos) to massive amounts of transactional data (e.g. invoices, insurance claims, supply chain-related data), a controlled, policy-driven process and a strategic view of how large volumes of data are coursing through and beyond the enterprise have become business-critical technology priorities.

It is becoming clearer that the true and significant business value of MFT solutions transcends IT, which is perhaps only the beginning of the total value story of properly designed and deployed MFT solutions. Your MFT solutions should:

Enable Business Growth—streamlined provisioning; seamless integration (data transfer) with partners; fast transaction completion; enhancing customer service/reputation

Enhance Operational Efficiency—easy-to-use; fast data transfer

Enable Compliance—secure, inherent compliance with audit, chain of evidence, and regulatory requirements

Reduce Costs—labor, time, effort saved throughout workflow processes; less IT infrastructure (storage) Increase

ROI—prevents revenue leakage; enables increased sales

MFT is the strategic solution of choice for moving large files internally and/or externally, securely, and at whatever scale is required. The rapid growth in MFT adoption is evidence that more businesses recognize their profound value, as well as the risks of "unmanaged" file transfers.

Choosing the Right MFT Solution

Every enterprise is unique. Business requirements and the supporting network and IT infrastructures vary greatly and change frequently. Amid this evolutionary setting, data and file transfer—the life-blood of business—continue. The right MFT solution can extend the significant investment in legacy systems and key applications by integrating disparate information, mapping data, and streamlining workflow processes based on existing policies and procedures.

Important business management priorities for these systems include accommodating and enabling business growth, ensuring legal and regulatory compliance, and aiding seamless interaction with trading partners and end-user customers.

Determining precisely which strategic MFT solution to deploy, as well as when and how to deploy it, is a critical business and technology decision but it doesn't have to be extraordinarily complex. It requires weighing the company's needs and priorities against the specific strengths and capabilities of proposed MFT solutions.

These considerations typically include:

Strategic Solution—While an urgent, short term situation may require the quick application of a point solution, a holistic approach to MFT will deliver the greatest strategic value, business efficiency, and ultimately, ROI. A strategic MFT solution addresses long-term, comprehensive needs for moving files throughout the enterprise and beyond to partners and customers, and provides a widespread view of the path and progress of the data as it enables business operations.

Visibility—Executives, department heads, and managers need a view of an array of business management-focused insights derived from the movement of files and data. Monitoring and reporting on the pace of file movement, location of files, delivery times, and completed transfers constitute essential information to manage business successfully.

Security—Casting a net of protection across all types of file transfers is a major concern for enterprises for mass transactional data as well as individual large file transfers. Core security methods such as encryption, authentication, backup, and synchronization privacy may need to be enhanced with extraordinary security certifications, such as FIPS 140-2, or other higher standards set by the U.S. government or other entities.

Compliance—Steering business operations between the lines of increasingly complex audit standards and other legal and regulatory requirements is a critical area of potential risk. Comprehensive compliance involves a chain-of-custody approach that includes tracking, archiving, and reporting on all aspects of content movement—when and where files were accessed, who accessed them, and how they were delivered externally.

Efficiency—If businesses move on data, it moves much more efficiently when the data and file transfers are fast, automated, and seamlessly integrated with internal systems, and external systems in place among customers and partners. Efficiency also is achieved with solutions that are intuitively easy to use and complement existing workflows and processes, saving time and helping reduce costs.

Scalability— Accommodating growth, including rapid expansion, while maintaining commitments to customer service is an important business challenge. MFT solutions should be future-proof with the ability to handle ever-growing file sizes, but more broadly, to address long-term business growth as well as spikes in activity (for example, seasonal, or incident-specific opportunities). This includes streamlined approaches for adding or provisioning partners.

Support—Whether managed internally or externally via managed services ("the cloud"), a quick analysis should be provided to ensure that an MFT solution and its deployment match the unique needs of the enterprise. Proven installation, maintenance, and optimization strategies are important, and will make it more likely that the solution will begin adding business value sooner rather than later. Capabilities in assessing your environment, quick implementations, maximizing the full solution, and training your organization are critical criteria to evaluate.

Trust—Proven, time-tested solutions with large install bases, that are provided by established vendors with solid reputations and strong customer references offer confidence, value, and peace of mind.

The Globalscape Advantage

The right MFT solution will not only be compatible with your organization's technology environment, but will also go beyond IT considerations to provide real opportunities to achieve greater operational efficiency, ensure regulatory compliance, and provide additional business results, including measurable impact on ROI.

For almost two decades Globalscape has been a trusted, global leader and innovator in MFT, focused on delivering personalized, scalable secure solutions designed to meet each customer's unique information exchange needs from initial contact through implementation and ongoing support.

Globalscape customers benefit from the insight and feedback of 15,000 business customers who depend on Globalscape solutions to simplify and streamline their data transfer processes to deliver real value. Some Globalscape customers have achieved up to 250 percent ROI (within one year) and a savings of up to 150 percent (over one year) over an incumbent solution.

Underlying these benefits is the Globalscape approach.

Success depends on ensuring a file's complex journey between employees, customers, partners, and others is not only fast and efficient, but also complies with corporate and government security requirements.

Globalscape's encryption technology and two-factor authentication enables its customers to comply with key federal and industry security regulations, including FIPS 140-2, Sarbanes-Oxley, HIPAA, and others.

From helping an independent graphic designer reliably send work samples to a customer, to enabling the U.S. Army to supply tens of thousands of combat troops in the field, Globalscape can provide any business—regardless of size or volume—with the visibility and control to exchange their data securely and reliably.

About Globalscape

Globalscape ensures the reliability of mission-critical operations by securing sensitive data and intellectual property. Globalscape's suite of solutions features Enhanced File Transfer™, the industry leading enterprise file transfer platform that delivers military-grade security and a customizable solution for achieving best-in-class control and visibility of data in motion or at rest, across multiple locations. Founded in 1996, Globalscape is a leading enterprise solution provider of secure information exchange software and services to thousands of customers, including global enterprises, governments, and small businesses.