

The background of the top half of the page is a photograph of a grand, classical-style government building facade. It features a series of tall, white columns supporting a pediment with intricate carvings. The sky is a clear, deep blue. The main title is overlaid on this image in large, white, bold, all-caps sans-serif font.

STATE GOVERNMENT AGENCY SECURES EXTERNAL DATA EXCHANGE AT NO COST TO BUSINESS PARTNERS

Company Background

Our client is a state government agency that serves as the Chief Financial Officer for the state, collecting billions of dollars each year in state and local tax revenue used for state-funded programs. As a fee-based service bureau, the agency also provides IT services critical to the daily operation of individual state agencies. In addition, the agency regulates the state's alcohol, tobacco, and motor fuel industries and serves as a member of many state boards and commissions.

Challenges and Requirements

Our client deals extensively with external business partners, including state and local government agencies, as well as corporations. The agency required a data security solution that would support varying transaction volumes and frequencies while addressing a broad range of platforms used by external business partners.

The agency's external business partners include large financial institutions with significant IT resources and small state and local government agencies with limited resources and technical capabilities. Due to the mixture of computing platforms and end-user IT expertise, it was essential that the recipient community react favorably to the agency's security directive and adapt it into their processes.

The agency also needed a cost-effective solution that would take the disparate mix of business partners and IT environments into account and extend a solution that would be easy to deploy and use. In addition, the solution had to address the bidirectional secure transfer of data files via FTP without changing the existing infrastructure. The solution required the secure, efficient exchange of critical business information with little to no interruption at the origin or endpoints.

INDUSTRY

State Government

CUSTOMER PROFILE

Collects local and state tax revenue used for state-funded programs

Provides IT services critical to daily operation of many state agencies

CHALLENGES

Exchanging data securely with external business partners via FTP

Implementing a solution that would work across multiple computing platforms and accommodate varying IT infrastructures

RESULTS

Securely exchanged data via FTP with external business partners, at no cost to partners

Met government data security requirement of AES 256-bit encryption

The Solution

The agency was already using PKZIP by PKWARE on their mainframe. Choosing PKWARE's smart encryption solution provided the lowest risk, highest performance, and easiest integration with existing infrastructure, allowing daily operations to continue without interruption.

PKWARE's smart encryption software allows the agency to distribute an unlimited number of partner licenses, at no cost, to their partners. This furthered partner acceptance and eased the adoption process. The solution allows the agency to extend their security policies, regardless of the number of endpoints or computing environments involved in the exchange.

The agency is now effectively protecting data at the data level, making it impossible for anyone except authorized personnel to access it, whether the data is at rest or in transit. The software provides a cross-platform security solution that offers encryption, digital signing, and authentication. It also supports the AES encryption standard, meeting the agency's other technical requirement of AES 256-bit encryption.

In the end, the agency eliminated the risk of exposing sensitive information being exchanged with external business partners by implementing a solution that accommodated current partners, with the added ability to scale to meet the agency's future needs as new partners are added.

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PKWARE is a trusted leader in global business data protection. For 29 years PKWARE has focused on data. Building on our compression expertise with the latest encryption technology, PKWARE protects data for over 35,000 enterprise customers and 200 government agencies. Our software-defined solutions provide cost-effective and easy-to-implement protection that is transparent to end users and simple for IT to administer and control.