

Auto Finance Group of a Leading National Financial Institution Uses PKWARE SecureZIP Technology for Strong Security—without Breaking the Bank

Company at a Glance

This auto finance group—a division of a leading national bank (the name has been omitted for security purposes)—is a leading nationwide automotive financier with a combined portfolio of loans and leases totaling nearly \$14 billion in assets. The division has approximately 1,100 employees and offers complete financial service solutions to 11,000 dealers nationwide, including indirect retail auto lending and leasing, dealer floor plan and real estate financing, and dealer non-credit services.

Their mission is to provide dealers with the most complete financial service solutions in the most effective, timely, and secure manner. However, providing security within such a large external network of clients, partners, and other third parties—each generating many transactions—was no small undertaking. The finance group turned to PKWARE, the leader in enterprise ZIP and SecureZIP solutions, for the answer.

The Challenge

Along-time PKWARE customer, the bank itself had recently instituted a comprehensive plan to protect all personal customer information, in part to comply with the new GLBA (Gramm-Leach Bliley Act) requirements, which mandate confidentiality of client information. The new corporate guidelines identified different categories of data and outlined how each class of information was to be protected. These guidelines were extensive, and covered information stored on hard drives and in transit including communications within the financial institution as well as with outside customers, prospects, and vendors. The organization has historically been aggressive in implementing and deploying security solutions, and was ranked by Global Finance Magazine as the safest bank in the United States for two consecutive years.

The auto finance group bills itself as a full-service financial institution for automobile companies and new car dealers. They handle flooring, financing of inventory, retail loans, leasing programs, credit applications, and even work with their customers on commercial loans to finance property and building construction. They are a one-stop financial shop for those in the car business.

Working with 11,000 different dealers on a daily basis, the group needed a solution that would enable them to meet this corporate security mandate quickly, easily and most importantly, cost-effectively. In addition, whichever solution the auto finance group chose also had to be easily adopted by their extensive external network of clients and partners.

“Often, vendors make security solutions too complex and time-consuming to implement. But, PKWARE is taking the right approach. Not only were we able to achieve strong security that is easily extended to clients and partners, but the solution required virtually no implementation time, and was more cost-effective than all the other solutions we evaluated. The ease-of-use of PKWARE made our selection of SecureZIP strong security a no-brainer decision that will continue to play a significant role in our ongoing security initiatives and infrastructure.”

—Vice President, Auto Finance Group

“Everything we do is confidential, and our reputation depends on the protection of our client information,” said the finance group’s vice president. “Given the volume of client transactions we conduct on a daily basis, it was a daunting task to find a solution that would enable us to cost-effectively encrypt all files being transferred internally as well as externally. We had tough security requirements to meet, but with limited resources and an aggressive deployment schedule, we needed to make sure the solution was client-friendly and simple to deploy and support.”

Solution Overview

The group was already using PKWARE’s PKZIP for zSeries and UNIX products to compress files and better manage information throughout their datacenter. Reports that had previously taken 4-6 hours to transmit were taking less than 30 minutes with PKZIP. They were transferring files between different mainframes, from mainframes to UNIX servers, and between UNIX servers throughout the company.

With their new security initiative, the bank needed an overarching security solution that would work across all of their systems.

“Initially we had a hard time finding solutions that would meet our technical needs and be affordable,” said the bank’s chief security officer. “There were other products out there, but they were all too expensive—not simply from a procurement standpoint,

but more importantly in terms of ongoing costs associated with deployment and support. We also had the additional challenge of needing to communicate with a wide array of outside constituents who themselves have a broad range of different IT and security infrastructures.”

The bank had a longstanding relationship with PKWARE, and after learning about new SecureZIP solutions, turned to them for help with the security initiative.

Since SecureZIP is built on the same ZIP compression platform as the products they were currently running, the bank was confident with the underlying technology as well as with PKWARE as an enterprise vendor. They upgraded their PKZIP for UNIX servers and PKZIP for zSeries to versions with SecureZIP, and installed the first 100-seats of the SecureZIP for Windows product. SecureZIP met the auto finance group’s security needs, had the additional ROI benefits of reducing the size of files—even after being strongly encrypted, and proved to be easy to deploy and support. In fact, they were able to deploy SecureZIP throughout the organization in a matter of days, without even needing to contact PKWARE’s technical support group.

Furthermore, the group is leveraging the ZIP Reader by PKWARE to enable secure communication with external parties, regardless of their IT infrastructures. The free ZIP Reader is designed to enable organizations to bridge together previously incompatible islands of security when communicating with external parties who may have different security infrastructures. For the bank, that means their customers don’t have to purchase SecureZIP, or any other security product, in order to open secure files.

Results

Aside from strong security, ease of implementation and cost-effectiveness were the top priorities for the auto finance group, and their decision to use the SecureZIP solution clearly paid off. In less than a week, the desktop implementation was complete.

“Implementation of SecureZIP was easy and painless. We deployed it across all of our systems—from mainframes to UNIX to PCs—with no problems.”

With SecureZIP they were able to ensure that files transferred between employees within the organization, as well as externally with customers, partners, and other third parties were 100 percent secure.

Unlike many other security solutions that require significant investments both in time and money, PKWARE enables organizations to achieve strong security without grinding their business to a halt during the implementation process. PKWARE enabled the auto finance group to quickly achieve enterprise-class security through an easy-to-use solution based on ZIP—with which employees were already familiar.

Working with PKWARE, the bank had the products they needed, with a responsive vendor able and willing to help. With stakes as high as these, everyone is happy it went so well.

“After all, we are a major international bank. We are very paranoid.”

Customer Solution Spotlight: Auto Finance Group of a National Bank

Profile:

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Needs:

- To meet corporate security mandates for secure internal and external communications
- Deploy the most cost-effective solution for achieving strong security
- Implement a security solution that is easily extended to and used by third parties, such as customers and partners

Solution:

- SecureZIP enabled solutions for Windows, UNIX and zSeries.
- ZIP Reader for external constituents to process encrypted ZIP files.

Results:

“Often, vendors make security solutions too complex and time-consuming to implement. But, PKWARE is taking the right approach. Not only were we able to achieve strong security that is easily extended to clients and partners, but the solution required virtually no implementation time, and was more cost-effective than all the other solutions we evaluated. The ease-of-use of PKWARE made our selection of SecureZIP strong security a no-brainer decision that will continue to play a significant role in our ongoing security initiatives and infrastructure.”

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