Case Study

Monitronics Security

Protecting Your Personal Data with Townsend Security's Alliance Key Manager for VMware

Understanding the importance of security, Monitronics turned to Townsend Security to protect their customers' personal data with encryption and key management.

MONITRONICS SECURITY

Known for being the nation's second largest residential security provider, Monitronics protects homes and businesses with security and alarm monitoring services, and has received top rankings and awards as one of the best security firms in the United States. Over one million customers rely on Monitronics to protect their families and homes with home security, video monitoring, and medical alert systems.

THE CHALLENGE

One Million Customers with Sensitive Data

Monitronics is committed to protecting customers' personal data from cybercriminals as well as meeting Payment Card Industry Data Security Standards (PCI DSS). Monitronics needed an easy, cost-effective, and comprehensive encryption key management solution for encryption keys in Microsoft SQL Server Enterprise Edition. Not only did Monitronics need to secure encryption keys for encrypted data in SQL Server, they needed a solution that would move with them to the cloud. Implementing a defense-in-depth and cost-effective virtual encryption key management solution was critical for Monitronics plan to move to the cloud as well as the protection of sensitive data for over one million customers.

NEEDS

- Cost-effective native VMware solution to meet PCI compliance
- Management of encryption keys for TDE in SQL Server 2008
- Solution that will move with them to the cloud

SOLUTION

- Virtual Key Management: AKM for VMware
- Meets PCI requirements with encryption key management for SQL Server
- Townsend Security's AKM for VMware is a cost-effective solution for data security in VMware and Cloud environments

THE SOLUTION

Encryption Key Management for VMware

Monitronics chose Townsend Security, a VMware Technology Alliance Partner, for their encryption key management solution. Alliance Key Manager (AKM) for VMware and vCloud is built on the same NIST FIPS 140-2 compliant key management software found in our traditional hardware security module (HSM), and provides NIST compliant AES Encryption as a service so that encryption keys never have to leave the virtual machine.

In addition to easy integration with .NET applications, Monitronics chose Townsend Security's VMware solution to leverage SQL Server Enterprise Edition TDE and EKM capabilities for easy encryption of sensitive data and protection of encryption keys.

As Monitronics knows, establishing a long-term partnership with a security provider is critical to establishing peace of mind. As Monitronics' IT environment changes over time, Townsend Security's virtual key management solutions will help them to meet growing requirements for virtual and cloud environments. With Townsend Security, Monitronics can continue to meet evolving compliance regulations and secure data anywhere.

Townsend Security

Townsend Security provides data encryption & tokenization, key management, secure communications, and compliance logging solutions to Enterprise customers on a variety of server platforms including IBM i, IBM z, Windows, Linux, and UNIX. The company can be reached on the web at www.townsendsecurity.com, or (800) 357-1019.

LEARN MORE

Product Information
Alliance Key Manager for VMware

eBook
VMware Encryption - 9 Critical Components of a Defensible Encryption Strategy

Webinar
Securing Data in VMware

Guidance Document
Securing Alliance Key Manager for VMware