

# Staples Says “That Was Easy”

## Case Study



that was easy.<sup>sm</sup>

## Staples Says, “That Was Easy!” When Integrating With Townsend Security

In 1986, Staples invented the office superstore. Today Staples is the world’s largest office products company. They are committed to making it safe and easy for their customers around the globe to buy a wide range of office products including; supplies, technology, furniture, and business services. With \$27 billion in sales, Staples serves businesses of all sizes and consumers in 27 countries throughout North and South America, Europe, Asia and Australia.



*“We specialize in taking vendor solutions and breaking them,” says Steve Tenore, Consultant iSeries Systems at Staples. “Staples processing environments are extremely demanding and most vendor solutions just can’t stand up.”*

Security solutions from Townsend Security help Staples keep data secure every day.

[www.townsendsecurity.com](http://www.townsendsecurity.com)

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## The Challenge

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### Implement strong encryption in a demanding IT environment, with minimal impact to performance

Many vendor applications cannot work in the Staples environment. With multiple high-end servers their systems run 24 hours a day, 7 days a week, 365 days a year and process 2 billion transactions a day. Poorly performing vendor solutions can slow transaction processing, consume precious computing resources, and degrade the customer experience. It's well known that strong encryption is demanding on computer resources. That's why performance was a key criteria when Staples needed to select an encryption solution.

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## The Solution

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### High performance and NIST certified AES encryption and PGP file encryption from Townsend Security

Staples found the data encryption solutions from Patrick Townsend to be the fastest on the market. They were able to encrypt and move a 12 Gigabyte file in under 45 minutes. When Staples evaluated other products the closest competitor required several hours to encrypt the same volume of data. In other encryption comparisons, outside of Staples, the Townsend solutions were as much as 94 times faster than the competition.

Was NIST certification important to Staples? "We wouldn't even consider a vendor solution that didn't have NIST certification" said Steve Tenore. "The fact that Townsend has NIST certified solutions on the major Enterprise server platforms was a big plus."

In addition to AES encryption solutions, Staples deploys a commercial PGP encryption solution and secure FTP transfer from Townsend. Driven by their banks to secure sensitive data, Staples chose the PGP solution from Townsend because of their confidence in Townsend customer support and commitment to data security. The solution is easy to configure and cut implementation time. Steve said, "The configuration capabilities of the Townsend solution cut implementation time by 50 percent because it is so easy to use. We are also looking at the Townsend solution to secure some of our internal transfers. "It is easy to use both Alliance FTP with PGP Encryption and AES

Encryption. It's that easy."

The Staples relationship with Patrick Townsend Security Solutions is viewed as a partnership, not just a vendor relationship. "Townsend is well known at IBM and among large users of IBM Enterprise servers. We were impressed that they secure the data at some of the world's largest and well known companies. Knowing this made us comfortable with our decision to implement Townsend solutions." Staples works closely with Townsend for its evolving file transfer and encryption needs. Staples gets solid encryption products and Townsend can incorporate real life situations into future product enhancements. Staples found a complete solution with Townsend stating that: "Townsend is responsive to our needs, flexible with our requirements, and provides a product that out performs any of their competitors."

**The National Institute of Standards & Technology (NIST)** tests vendor AES solutions through its AES Validation program. One of the most demanding test protocols anywhere, only the most committed security vendors can pass the tests and achieve certification. Townsend certified its AES encryption on 9 Enterprise platforms.

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## Townsend Security

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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](http://www.townsendsecurity.com), or (800) 357-1019.