SEEBURGER
BUSINESS INTEGRATION

Secure Managed File Transfer (MFT)

Beyond SFTP: 5 Ways Secure Managed File Transfer Can Improve Your Business

www.seeburger.com

Introduction

With an increased focus on IT security, the use of FTP solutions is being rexamined by businesses across all vertical sectors. Investments into middleware such as SAP NetWeaver® XI/PI are made to connect business processes, but in many instances, the payload behind those processes – *the data* – is inadequately or inefficiently protected.

Secure *Managed File Transfer* (MFT) closes the gap by securing the end-to-end management of data transfers – from provisioning through transmission, ensuring guaranteed delivery – across your business and with trading partners. Discover why your data is likely at risk and how with a properly automated secure MFT, you can resolve exisiting problems as well as anticipate and address potential issues.

SEEBURGER can help you design a secure Managed File Transfer strategy and solution that fits your business structure, processes and stakeholders. We leverage open standards for simplified integration to keep implementation costs surprisingly low. Read on to learn about 5 benefits that SEEBURGER's secure MFT solution can bring to your business.

With over 9,100 satisfied customers around the world and 25 years of experience, SEEBURGER is a market leader in business-to-business integration.

Business Advantages of Secure MFT

5 Ways Secure Managed File Transfer Can Improve Your Business

Secure Managed File Transfer can protect and improve your business in 5 important ways:

1) Strengthens and simplifies compliance

You can establish automated policies that govern data transfers to meet various regulatory requirements such as HIPAA (health data), Sarbanes-Oxley and GLBA (financial data), Global PCI DSS (payment card and credit-card data), and the California Security Breach Notification Act and Massachusetts Encryption Mandate (consumer privacy and data protection). You can also create policies to meet special customer mandates. For example, secure data transfer via SFTP or OFTP and to enforce enterprise security mandates, such as using dual-factor authentication or DMZ policy compliance. Automated policies can simplify regular or spot audits and help you proactively identify issues and fix problems before an auditor or a customer discovers them first.

2) Lowers operating costs and reduces waste

You can eliminate multiple, unnecessary FTP servers and consolidate secure file transfer capacity – for both internal and external transfers – in one centrally managed and governed system. You can reduce the need for IT administrators and for demands on the IT Help Desk. You can automatically apply the right level of security to every data transfer, optimizing network capacity and resources.

3) Prevents business disruption

You can reduce security problems that disrupt business operations and deliveries or cause profit leakage from service level agreement (SLA) violations. Instead, you can proactively identify and fix problems before they disrupt business – or land you in the headlines for privacy or security violations. Because of improved audit-and-trace capabilities, you can also recover more quickly in the event of a problem and ace audits that previously could have taken the business and your people offline for days.

4) Improves business flexibility

You can respond more quickly to business opportunities, such as winning a new customer that has exacting security requirements. You can rapidly respond to evolving security requirements created by changes in your industry, changes in your customers' industries, or changes in public perception.

5) Provides competitive leverage

You can add new partners more quickly, because you can meet their security needs more easily. You can demonstrate that you're a safe partner or vendor and even create new applications or value-added services that feature enhanced security.

How do SEEBURGER Customers use SEE MFT?

Worldwide, SEEBURGER customers trust SEE MFT to secure and manage large file transfers and sensitive content distribution across a wide range of industries and for a number of industy specific uses including:

Financial Services – Scanned document exchange to streamline loan processing.

Healthcare – HIPPA-compliant exchange of patient information.

Manufacturing – Distributing marketing content to regionally located centers.

Engineering – Multi-party exchange of site photos, sketches, CAD files for virtual teams.

Government – Federating content across agencies including personal and health details.

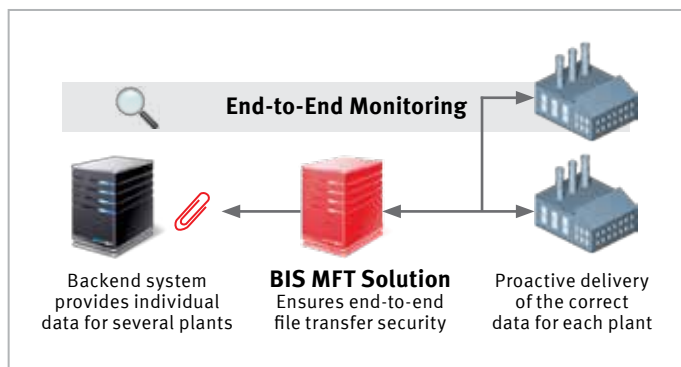**Legal** – Client confidentiality requirements for mergers and acquisitions.

Communications – Secure, cost-effective transfer of digital video files and creative assets.

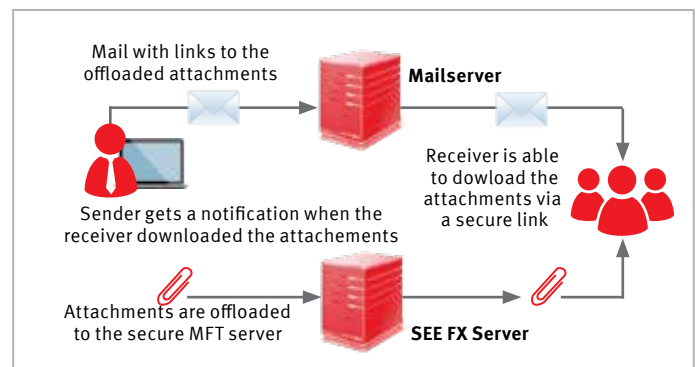**Education** – Professors and students collaborate on research projects across OS platforms.

Retail – Exchange of large product imagery with suppliers and financial details with banks.

Consumer Goods – Brand teams collaborating with external parties on marketing materials.

Headquarter to plant example:

End-to-End Monitoring

Backend system provides individual data for several plants

BIS MFT Solution Ensures end-to-end file transfer security

Proactive delivery of the correct data for each plant

Ad hoc transfer via email example:

Mail with links to the offloaded attachments

Mailserver

Sender gets a notification when the receiver downloaded the attachements

Receiver is able to dowload the attachments via a secure link

Attachments are offloaded to the secure MFT server

SEE FX Server

Actual scenarios of MFT solving business problems:

Consumer Packaged Goods (CPG): A leading European food manufacturer uses SEE FX to automate the ad hoc exchange of large media files with its advertising and marketing firms. SEE FX replaces physical exchange using DVDs, which had introduced delays; and a commercial Web-based service, which lacked adequate security and tracking.

Technology: A computer manufacturer uses SEE FX to automate the transfer of system images from software vendors and other partners across its large B2B supply chain network. SEE FX gives the manufacturer a faster, more reliable and traceable way to exchange these very large, frequently updated files that contain critical data. Partners simply upload the files to a secure, self-service portal and the company's manufacturing engineers subscribe to get updates.

Automotive: A diversified global automotive supplier uses SEE FX to simplify and speed ad hoc transfers of large CAD files across its manufacturing, product development/engineering and other operations, which span more than 25 countries on five continents.

Retail: The marketing team for a specialty retailer uses SEE FX to distribute very large files to its stores such as movies used to educate consumers about how to apply the retailer's products. SEE FX replaces "snail-mail" DVDs, saving time and money.

The Business Problem

Unmanaged Data Transfers Mean Risky Business

A growing amount of electronic information flows – both within your business and externally to trading partners. Your data – and how efficiently and effectively you handle its transfer – defines your business. It's part of your competitive advantage. And a lot of it is data that would expose your company to risk if were misdirected, stolen, late or lost.

Think about what travels across your network and the Internet every day:
- Sensitive information such as financial data, price lists, contracts, and customer data
- Regulated information, such as human resources data, health-care data, and payment data including credit-card numbers
- Intellectual property such as CAD files, videos of product prototypes, or product development plans
- Inventory information and other critical operating data from your point-of-sale systems or external warehouses

This data is being exchanged in various ways, including system-to-system (batch-file uploads, scheduled transfers), system-to-human (scheduled reports) and human-to-human (ad hoc emails and manual FTP uploads). It's vital that the right data get to the right person or place at the right time. Beyond this, it's vital that you know – and can prove – that critical data traveled and arrived at its destination securely. Ideally, of course, your data would always use the most economical means of transport. And your data transfers would perform correctly every time – in thousands, tens of thousands or even millions of data transfers per week.

The logistics of making this happen can be overwhelming. The possibilities for human error are many and the current level of risk is unacceptable.

Limitations of Current Approaches

It's a problem that's crying for automation. But it requires intelligent automation* to make the right split-second decisions, unaided, for every transfer.

Unfortunately, most solutions for automating secure data transfers aren't intelligent enough. As a result, the solutions are insecure, costly or imprecise.

FTP servers may be cheap, but they are often unreliable and they aren't secure. The servers are frequently scattered throughout the company, which makes them difficult to manage and govern according to business needs ("FTP spaghetti").

Email is a convenient, familiar way to handle system-to-human and human-to-human exchanges, but it's notoriously insecure, error-prone and inefficient at handling large files.

There's little or no audit trail, or defensible proof of delivery available.

You may be unable to meet special mandates from customers and trading partners for secure file transfer via protocols such as SFTP (Secure File Transport Protocol) as a condition of doing business.

All of these factors can leave serious gaps in your business integration efforts – exposing your business to unnecessary risk.

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* Intelligent automation uses sophisticated software routines to make decisions, take proper actions in response to events and perform functions faster and more consistently than a person could.

The Solution

Reducing the Risk with Secure Managed File Transfer

Solve your business challenges involving risk with secure Managed File Transfer (MFT).

Secure Managed File Transfer is a business process that provides secure and monitored end-to-end management of file transfers. By using intelligent software, it provides automated, centralized control over all of your data transfers – internal and external – in a single system. It reduces your risk and streamlines your business operations. An effective secure MFT process will automate and standardize the handling of every kind of exchange (system-to-system, system-to-human, and human-to-human) and every kind of data (structured and unstructured, small and large files). It builds on open technologies and communications protocols such as SFTP to create efficient, repeatable and trackable processes. Once a company makes the decision to implement clear policies for internal/external data transfers, centralized secure MFT servers are the best way to automate and enforce these policies. Good secure MFT servers incorporate pre-configured best practices that can help you set up and enforce your policies, eliminating the need to reinvent the wheel.

When intelligently automated in this way, secure MFT creates and automates end-to-end, secure data flows – from provisioning to transmission to validated receipt. Furthermore, it protects the integrity and efficiency of data transfers by applying techniques such as secured and encrypted transmissions, checkpoint restarts, and policy-based management.

You can manage your data transfers using automated policies to meet compliance, security or business requirements. For example, you can specify that certain types of highly sensitive data always use the highest-security transport methods – or schedule large files, which aren't time critical, to transfer during off hours, to avoid clogging your network.

An effective, secure MFT process will also provide audit and trace capabilities via real-time insight, so that everyone involved with a transfer always knows exactly what is happening.

By taking advantage of self-service technologies such as Web portals, you enable employees and partners to track their transfers in progress, reducing the dependence on business analysts or the IT Help Desk. Business managers can receive automated reports documenting proof of secure transfer or they can create customized reports to send to customers or partners. IT administrators have the operational data they need for IT audits, compliance with data storage mandates or system analysis.

With secure MFT, you reduce your risk. Your operations are more efficient, your customers and partners are happier and your employees are more productive.

What is Secure Managed File Transfer?

Secure Managed File Transfer (MFT) is a business process that ensures the secure transfer of data from one computer to another across a network. The process uses software and secure communications protocols to provide:

- Secure and reliable transfer

- Handling of large files

- Managed transfers based on policy

- End-to-end insight (via monitoring, logging, auditing and tracking capabilities)

SEEBURGER's Secure MFT Solutions

More and more companies are exchanging large amounts of structured and unstructured data including files such as multimedia media, construction data or marketing materials – using USB sticks, CDs or DVDs, simply because email may have file size restrictions and FTP is unsecured. The cost of transporting large files with these media can also add up.

SEE MFT can significantly reduce this operational cost while increasing the visibility, transparency and security of file transfers. Our award-winning SEE MFT solution was built in Germany from the ground up to handle all your file transfer needs. It provides a single, consolidated view of all your file transfer activity across your supply chain, your trading relationships and your business.
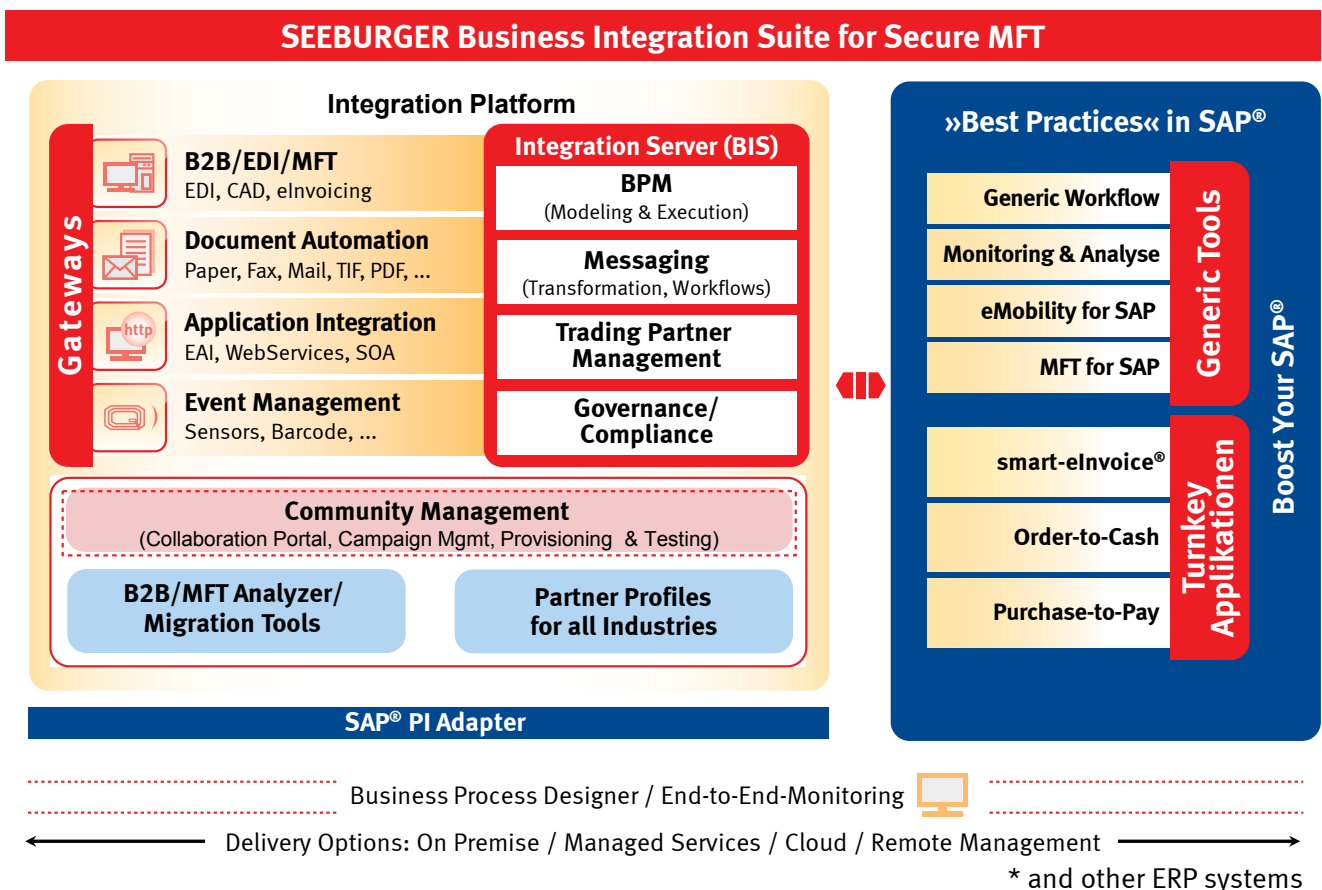
SEE MFT replaces inefficient, unsecured and patch-work approaches, including multiple FTP servers and "free" web-based services, reducing the total cost of ownership (TCO) and administrative overhead of managing file transfers, plus you have single-vendor accountability.

With the consolidated, comprehensive approach provided by SEE MFT, you can:

- Reduce the threat of misdirected, late, lost or stolen data
- Ensure compliance with government, industry, and customer privacy and security mandates
- Further streamline, protect and accelerate supply chain and business operations

If you are a already a current SEEBURGER customer, you can be up and running even more quickly with SEE MFT. Just purchase an upgrade license key, perform a simple upgrade and enable SEE MFT functionalities. Your IT staff can manage SEE MFT using their B2B skills from BIS.

The SEE MFT server runs on the SEEBURGER Business Integration Server, sharing a common GUI and using its built-in best practices and automation for business process management (BPM), messaging, trading partner management and governance/compliance.

SEEBURGER Business Integration Suite for Secure MFT

Integration Platform

Gateways

B2B/EDI/MFT
EDI, CAD, eInvoicing

Document Automation
Paper, Fax, Mail, TIF, PDF, ...

Application Integration
EAI, WebServices, SOA

Event Management
Sensors, Barcode, ...

Integration Server (BIS)

BPM
(Modeling & Execution)

Messaging
(Transformation, Workflows)

Trading Partner Management

Governance/ Compliance

Community Management
(Collaboration Portal, Campaign Mgmt, Provisioning & Testing)

B2B/MFT Analyzer/ Migration Tools

Partner Profiles for all Industries

»Best Practices« in SAP®

Generic Tools

Generic Workflow

Monitoring & Analyse

eMobility for SAP

MFT for SAP

Turnkey Applikationen

smart-eInvoice®

Order-to-Cash

Purchase-to-Pay

Boost Your SAP®

SAP® PI Adapter

Business Process Designer / End-to-End-Monitoring

Delivery Options: On Premise / Managed Services / Cloud / Remote Management

* and other ERP systems

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