



Compliance, Security & Control : How Business Drivers Killed FTP

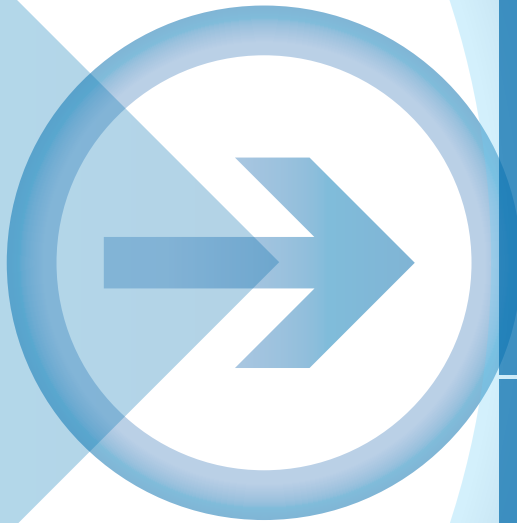


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Abstract: *FTP is the technology underpinning much of the information transmission conducted in today's corporate enterprise. But security concerns are*

changing this. FTP offers absolutely no security and is a fundamentally limiting technology; sweeping legislation (Sarbanes-Oxley, HIPAA, GLBA, etc.) will not tolerate its use for the transmission of important or sensitive data. This brief details how advanced managed file transfer (MFT) solutions guarantee the security, control, and integrity of corporate information.

1. Driving Business Processes with Enterprise File Transfer

Information is the lifeblood of virtually every organization today. It drives many important business processes and directly impacts operational efficiency and the all-important bottom-line.

Information management is a serious corporate challenge; even the leanest, most efficient organizations can struggle with it. But it is too critical an issue to be neglected. Organizations must do everything in their power to secure and integrate their information assets, while satisfying compliance mandates and driving efficiency.

2. File Transfer Management : The Need for Reform

Companies who rise to this challenge quickly will address the most serious security and privacy concerns – including those raised by Congress with the introduction of the Specter-Leahy sponsored Personal Data Privacy and Security Act. Senator Leahy states that “It is time for Congress to catch up with the data market and to show the American people that we are aware of these threats and will protect the

privacy and security of their personal information.” He goes on to say that, “Reforms... are long overdue.”

“Organizations that proactively reform their data management infrastructures will prosper in the new world. ”

From an IT and compliance perspective, reforms are also long overdue. The world of business has changed forever. Organizations that proactively reform their data management infrastructures will prosper in the new world.

3. The Evolution of File Transfer

Ever since it became practical to connect computers together with some sort of communication facilities, file transfer has been one of the most commonly used technologies across the world. Organizations of all shapes and sizes have come to rely on this technology for the exchange of file-based information between different IT systems.

But basic file transfer technology is inherently limiting. Regulatory issues and evolving corporate requirements place demands that the technology cannot satisfy.

The fact is that many file transfer applications were designed as simple utilities, not enterprise solutions. As a result, they lack the management, control and integration capabilities needed to support today's complex and challenging business landscape. Managed file transfer (MFT) solutions have evolved over the last decade or so to address these challenges but not all MFT solutions are created equal.

The best MFT solutions go beyond security to deliver control, management, and auditability. Integration capabilities are also key; they allow businesses to tie disparate business applications together and achieve end-to-end process automation. These are best exemplified by advanced MFT technologies.

Advanced MFT technologies deliver enterprise-level automation and integration functionalities – while ensuring the integrity and security of all transferred data. Advanced MFT also offers strong audit and authentication capabilities, enabling organizations to track and control all aspects of data movement within and across the extended enterprise – as well as externally with customers and business partners.

4. Advanced Managed File Transfer: Business Drivers

The need for advanced managed file transfer (MFT) is compelling and driven by many factors. These include:

- **Security**
- **Integration**
- **Control**
- **Efficiency**
- **Regulatory Compliance**

Each of these factors is important in its own right, but collectively, they escalate advanced MFT to the status of corporate imperative for all major enterprises.

Recent initiatives, including HIPAA and Sarbanes-Oxley, are calling for every process to be documented, auditable, and accountable. As a result, companies need to reconsider how they are securing and managing file transfer. Recognizing that file transfer management must be strategic rather than tactical, organizations are adopting advanced MFT solutions enterprise wide.

The Internet adds another layer of complexity to the mix, as companies use the free public network as the vehicle of choice to share data with their partners. The Internet is a powerful tool for businesses, but as a completely public and open forum, it is often inherently insecure. This has deep consequences for organizations with information movement at the core of their activities.

There are other drivers too. Over the last five to ten years, the IT industry has placed enormous focus on the subject of integration, developing a range of new technologies to improve levels of integration across all aspects of the business process. Many have now adopted strategies that incorporate MFT as a key component in achieving the desired integration benefits. The Gartner Group states that "by 2006, 30 percent of companies with "homegrown" file transfer solutions will replace at least 50 percent of those solutions with MFT suites.

“Companies must discontinue using the older, unsecured, and uncontrolled methods of sending and receiving information ” - GARTNER

5. Advanced MFT: The Linchpin to a Business Integration Strategy

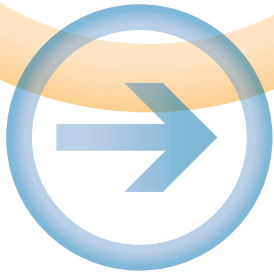
Accelerating globalization, major advances in technology, and increased levels of security risk have dramatically increased the importance of MFT in the enterprise. In fact, advanced MFT has become the linchpin to data integration and application integration strategies at many major enterprises.

As such, advanced MFT solutions have become integral to overall business process (MFT and the data it controls and protects are as fundamental to companies as computers themselves).

The bottom line is that advanced MFT is an imperative for any organization with information at its core. With internal and external mandates demanding that business processes be documented, auditable, and accountable, companies are clamoring to wrestle back control of information-based business activity. Advanced MFT empowers organizations to achieve this fundamental goal. Its deployment has been most prevalent in industries like banking, insurance, and healthcare, but it is being adopted extensively across all industries.

6. Conclusion

Industry analysts predict that all companies, small, medium and large will discontinue their current methods of sending and sharing data information. Gartner, in particular, states that, “...in the immediate future, most companies, regardless of industry, need to consider how they are securing and managing their file transfers. They must discontinue using the older, unsecured, and uncontrolled methods of sending and receiving information. Homegrown solutions are commonly used, although many users acknowledge the limitations of these tools when applied in an integration file transfer context. Internal and external security, management, and integration requirements will force companies to scrutinize and consider replacements to their homegrown solutions.”



Security breaches, compliance mandates, and more have upped the ante for corporate America; filetransfer management must come into immediate, strategic focus.

7. About TIBCO

TIBCO Software Inc. (NASDAQ: TIBX) is a provider of infrastructure software for companies to use on-premise or as part of cloud computing environments. Whether it's efficient claims or trade processing, cross-selling products based on real time customer behavior, or averting a crisis before it happens, TIBCO provides companies the two-second advantage™ - the ability to capture the right information, at the right time, and act on it preemptively for a competitive advantage. More than 4,000 customers worldwide rely on TIBCO to manage information, decisions, processes and applications in real time. Learn more at www.tibco.com.

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TIBCO MFT connects people, processes and information, thereby promoting and strengthening the value chain among your partners, customers, and employees – both inside and outside of the enterprise.



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