



# The Case for a Consolidated File Transfer Application

A White Paper

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Why does your business or organization need a consolidated file transfer application? When examining how they exchange information internally and with partners and customers, organizations find that:

- Paper-based processes are inadequate, labor-intensive and slow down the ability to conduct business
- Eliminating shipping physical media lowers the risk of losing sensitive data to theft and accidental loss, and cuts days from schedules
- Streamlining operations so that there are fewer systems to manage and leverage lowers the costs of doing business on the Internet, intranets and in the cloud

Additionally, regulatory mandates from agencies and governments are increasing and markets and business velocity are moving faster. Companies that can process transactions quickly (e.g., less than a second) can compete on speed.

Businesses need one file transfer solution that addresses the needs of the entire organization, not numerous point applications and tools from several vendors scattered throughout the organization, surreptitiously poking holes in their firewalls. They need a one-stop shop for:

- End users (a single, easy to learn and easy to use UI)
- Applications (a straightforward API)
- Administrators and managers (an application that helps to increase revenue, lower their TCO and maintain their high security standards)

## Introducing Managed File Transfer

Managed File Transfer (MFT) is a software application (or an appliance) that provides organizations of any size with a holistic solution for all their file transfer needs. Unlike point solutions for file transfer, rogue FTP servers or physical media, a consolidated MFT application:

- Provides one UI for Administrators and IT to manage file transfers for the entire organization and provides one set of UIs for end users that change based on their device, location and set of tasks
- Secures the data – when the files are at rest (at the source or destination), the application encrypts the data using industry standards like AES, Blowfish, SHA2 and PGP

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- Secures the channel – when the data is in motion (from point A to point B or to several points), the application secures the communication with industry standards like SSL, SFTP and AS2
- Automates transfers – end users can schedule file transfers or start file transfers upon an event (e.g., payroll is complete)
- Supports and manages ad hoc file transfers – end users can send and receive files from their desktops, servers or mobile computers
- Manages and authenticates the file trading partners using industry standards like Active Directory, LDAP, SAML and Netegrity
- Ensures SLAs are met
- Monitors, reports and analyzes file transfer and trading partner activity
- Integrates with other applications and services
- Uses an event-aware, business rules engine to decide when to start, pause and stop file transfers and when to start, pause and stop third-party applications

## Business Benefits

Your organization will benefit from consolidating your MFT process in three ways: higher security, lower total cost of ownership (TCO) and increased compliance.

**Higher security** means that the consolidated MFT application keeps your customer, partner and employee information safe from unauthorized use and users. At the same time, this information is easy to view, change or remove for authorized users, applications and uses.

Additionally, a consolidated MFT application helps your organization because:

- The number of exposure points is reduced; instead of several rogue FTP servers, and overlapping file transfer solutions opening up holes in your firewalls, you have just one, two-tiered MFT application server that acts like a reverse proxy to let only authorized transactions through. For all outgoing transfers, users and applications send their information through the same, performant, scalable server
- The MFT application has passed security audits for source code analysis and penetration tests

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- It audits every action in the file transfer
  - Track the who, what, when, when and how of every file transfer
  - All tracking and audit info gets put into a tamper-proof file or database
- File transfers adhere to your business process
  - Set up file transfer rules that adhere to your business policies and customer needs
  - Provisioning happens automatically for new users based on your rules and policies

**Lower your total cost of ownership (TCO)** by moving to just one MFT application server and not several file transfer servers and custom-built solutions, reducing the costs to administer and manage. Consider that Administrators and IT install and configure one application server. After installation, they just point their browser at a URL (that you specify) and they manage, track and set up file transfers.

Moreover, there's nothing to install at the end user's computer. They too can just point their browser at a URL (that you specify) to start sending and receiving files. Lastly, it's cheap and easy to apply updates and patches to just one application and there's nothing to upgrade on the user's computer.

- Reduced training costs also translate into lower TCO. The administrators, managers and users only have to learn one UI. There's only one client application for your end users' browsers, computers (PC or Mac) and mobile devices. Furthermore, there's only one way for end users who use 3<sup>rd</sup> party clients to connect to your file transfer system.

**Increased compliance** impacts all industries and departments. A consolidated MFT application reduces your risk and exposure to fines and penalties. It also secures the data, ensures that only authorized users can view, change or remove information and it provides a complete audit trail for all uses of the information for regulations including:

- HIPAA – ensuring that the patient information is “portable” and accessible for authorized users from any device. A consolidated MFT application keeps all patient and medical information private; it only lets authorized users view or change the information and it provides a complete audit trail on how the data is being used
- PCI – storing all credit card information securely and providing a complete audit trail on usage)
- CA SB 1388 – securing and encrypting all customer information. In the unlikely event your systems are hacked, the MFT application's audit trail lets you know which customer's data has been hacked, so you can inform them per the regulation

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- o Gramm-Leach-Bliley Act (GLBA) – helping any company that collects name, Social Security Number and Bank Account number from customers and employees private and secure. From any device (computer, iPhone or browser) to the router to the server, an MFT application helps IT to design and implement safeguards on this private information.

## Summary

Consolidating your MFT application means:

- One product from one vendor
- Customer, partner and employee information is more accessible for authorized users
- Increased security, reduced risk of exposing critical data and lower total cost of ownership
- Increased revenues through increased business velocity – sales are processed electronically instead of through slower and less secure methods
- You are less expensive to do business with - a consolidated MFT application helps to integrate your applications (and your partners' applications) by making it easy to exchange data programmatically

## About Ipswitch File Transfer

Ipswitch File Transfer high-performance integration and managed file transfer (MFT) solutions manage a broad spectrum of business interactions – from enterprise application integration to mission critical data transfers to simple person-to-person file exchanges. Customers worldwide, including more than 90 percent of Fortune 1000 enterprises, the majority of government agencies and millions of users, rely on proven Ipswitch solutions to transform the way they do business. Our customers implement these solutions to facilitate MFT, A2A and B2B integration, collaboration, workflow automation, data transformation, compliance, modernization, consolidation and governance. Ipswitch solutions are interoperable, making them easy to implement and deploy for the industry's fastest time-to-value and accelerated ROI. Learn more at <http://www.ipswitchft.com> or contact us at <http://www.ipswitchft.com/Company/Contact.aspx> or on [Twitter](#).