



Food for Thought: International Organic Grocer, Pragma Systems & PCI Compliance

The Client: International Organic Grocery Chain

The world's leading retailer of natural and organic foods, with more than 200 retail outlets in North America and the United Kingdom, faced the need to effect compliance with the global Payment Card Industries (PCI) Data Security Standards (DSS).

The grocer, supported by nine distribution centers, nine regional bakehouses and five commissaries, is headquartered in the southern US and employs 54,000. The retailer also owns four subsidiaries, comprising a coffee company, two seafood processing facilities, and a produce field-inspection office.

The Challenge: Secured Connections, Byte by Byte

With the initial Sept. 1, 2007, deadline for Level 1 compliance with the PCI DSS looming, the grocery concern urgently required a system that could work seamlessly with the IBM point-of-sale system the company had already put in place to effectively secure its network connections.

The company's key requirements: A way to remotely establish secure connections with its 265 stores, facilitating the secure transfer of files between all levels of its operations. To fully comply with PCI, the grocer's technology team knew it needed to migrate its more than 300 users in seven regions toward a secure SSH and SFTP environment.

Making matters more complex, the global grocer's technology systems comprised remote users at its world headquarters, regional offices and individual store levels in two countries.

The Clear Choice: Pragma Systems

The retailing giant turned to Pragma's market-leading FortressSSH ClientSuite, which gives organizations the ability to secure networks comprising desktop, laptop, industry-standard mobile and handheld devices. That's because Pragma is able to offer end-to-end, innovative, cost-effective secured computing solutions. With nearly 20 years of experience in securing networks and remote communications, Pragma Systems was uniquely positioned to help the company kick off the tough process of PCI compliance.

"Once we met with Pragma, our choice was clear," explains a company manager. "After reviewing our options, we knew Pragma Systems, with its Fortress suite, its deep experience in helping companies effect secured communications, and its ability to integrate seamlessly with our existing technology, would be the quickest path toward helping us meet the stringent requirements of the PCI DDS."

The Solution: Pragma's FortressCL and FortressFX

Working in lockstep with the global retailer's IT team, Pragma put in place its enterprise-grade FortressCL and FortressFX clients, installing across the approximately 300 laptop and desktop computers currently running WindowsXP and IBM's 4690 Supermarket Application. The end result? Extremely secure, reliable connections, office to office, level to level, country to country.

"Problem solved," the manager asserts. "Pragma's FortressSSH allowed us to effect complete compliance with the PCI. After submitting evidence of our FortressSSH installations to external auditors, we were deemed to be PCI compliant."

As Pragma Systems Vice President Andrew Tull points out, the more secure and most flexible connectivity solutions work within a company's existing technology environment – in this case, the grocer's IBM point-of-sale network – and support today's toughest standards: 802.11i, WPA2, AES encryption, RFID, and more. "We've designed our Pragma solution specifically to help companies of all types and sizes effect compliance with PCI and other mandatory security standards in the most secure, reliable way possible," explains Tull. "Our Pragma servers and clients give you the cost-effective tools you need to achieve audit-proof secured connections across your entire enterprise."

Pragma Delivers!

The international food retailer is simply the latest in a long line of companies who have come to rely on Pragma's outstanding performance, superior customer service and across-the-board reliability. Call Pragma today, and learn how we can help your company by providing:

- **Reliable, proven enterprise-grade secure connectivity software** for all Windows® environments:
 - That's highly-secure – even offering a protocol for secure remote login and other secure network services over an insecure network;
 - Facilitates **data and systems management**;
 - Allows **secure file transfers**; and
 - Provides consistent, **reliable application delivery**
- Gives you and your company a **powerful, convenient** approach to protecting communications on a computer network
- Superior and **responsive customer service** – both throughout the sales process and during lifetime of usage
- Offers **peace of mind**

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