



Moving Beyond FTP

Welcome

As FTP turns 40 this year, companies continue to be challenged in remediating the risks and costs associated with its use. The security of data, regulatory compliance and the reliability of critical business processes are key business drivers that are forcing companies to consider alternatives. The cost per compromised record resulting from a data breach involving a malicious or criminal act averaged \$318* in 2010.

IBM's Managed File Transfer (MFT) portfolio offers companies opportunities to move beyond FTP. These range from simple remediation steps to implementation of a full MFT Center of Excellence. Our on-premise and Cloud-based deployment options let you choose what best suits your business.

The risks and costs of allowing unsecured FTP to proliferate in your business include breaching sensitive customer data and noncompliance with government regulations. Data breaches cost companies more every year. The average organizational cost of a data breach in 2010 increased to \$7.2 million, up from \$6.8 million in 2009*. Stop leaving your data and networks exposed, and gain control and visibility over the file-based data movement so critical to your business processes.

*Ponemon Institute 2010 Annual Study: U.S. Cost of a Data Breach

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FTP Replacement: Where MFT Makes Sense and Why You Should Care

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Although FTP is a widely used platform for file transfer, it fails to adequately support secure, automated, managed and audited file transfers. Managed file transfer solutions offer these added capabilities, but some technology issues must be considered.

Key Findings

The technical differences between FTP and MFT are increasing, such as security, administration and scalability.

Organizations migrating from FTP to MFT must recognize that additional implementation concerns accompany the added functionality provided by MFT.

A number of vendors are expanding their MFT portfolios to include support for more deployment options and usage scenarios.

Recommendations

Organizations replacing FTP:

Decide whether you are looking for a plain FTP replacement, or whether you need upgraded functionality to better work in conjunction with the infrastructure deployed and include support for more-challenging business processes and integration.

Organizations implementing MFT:

Consider service-oriented architecture (SOA), cloud and e-mail integration needs as part of your planning process.

MFT vendors:

Clarify your messaging to distinguish between simple FTP replacement scenarios and full B2B MFT implementations, as organizations often do not see the differences.

ANALYSIS

What You Need to Know

Organizations often use MFT solutions to replace FTP. This is due to increased focus on compliance, privacy regulations and corporate transparency – which demand increased auditing, management, security and process. FTP is slowly showing its age. Nevertheless, as organizations undertake FTP replacement, they should be approached with caution; there is a need to understand existing file transfers, and how to manage for the security, monitoring, scheduling and auditing that the file transfer warrants.

Client content

Managed File Transfer Benefit Calculator

How much is free FTP costing you? Answer a few questions to generate a customized benefit report that provides insight on:

potential cost savings

metrics to support your ROI business case

examples of how others have saved with IBM® Sterling Managed File Transfer

Kookmin Bank Case study

Read how Kookmin Bank, the largest bank in South Korea, reallocated assets from an IT focus to a customer focus. Using IBM Sterling Connect:Direct® for its ability to transfer high volumes and large files with no defined limits on file sizes, Kookmin is able to handle peak demand and keep pace as their volumes grow.

eGuide Data Movement

Review this eGuide to grasp the measures that can help you keep your organization on track to meet objectives and in line with regulations. What's more, you can improve your effectiveness and bring valuable suggestions to your security department.

Realizing the benefits of FTP consolidation: How an edge gateway can deliver unexpected gains

As customer expectations grow, so does the demand to move high volumes of data. This has resulted in a proliferation of FTP servers among individual departments. While vital information is flowing, security threats are also increasing dramatically. In response, many businesses have identified FTP consolidation as a priority to minimize security risks, reduce costs, and gain better control of their own operations. But there is a larger opportunity at hand, one which can transform this defensive effort into an offensive, strategic move toward vastly improved integration and business responsiveness that link enterprises with key partners. Read this white paper to learn how edge gateways can not only virtually eliminate the security risks posed by FTP servers, but can also provide business-level savings, performance improvements, and the strategic advantage of comprehensive process visibility.

Three significant risks of FTP use and how to overcome

Driven by converging trends over the last 10 years, many businesses are reevaluating which data is critical to their core operations and what processes they must implement to protect data that moves across their networks. Read how bringing management, security and automation to your file transfer infrastructure will ensure the secure and reliable transfer of data across your

network, as well as with partners, suppliers and customers outside your corporate walls.

Featuring research from



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