

AVI-SPL TEAM IS TAPPING INTO THE BENEFITS OF CLOUD-BASED SERVICES

BUSINESS CHALLENGE

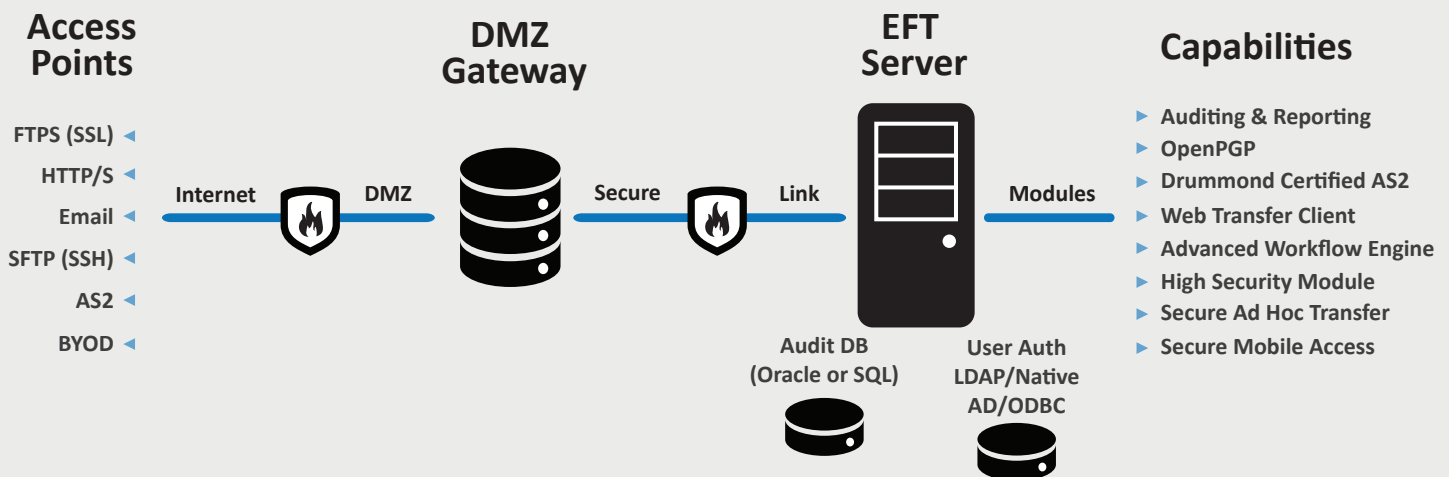
Rather than working with specialized EDI vendors to do the requisite mapping and transport, the AVI-SPL team wanted to use secure FTP for the data transfers and develop the mapping with its own suppliers and partners. But AVI-SPL needed to choose a solution that could support a variety of different standards for secure file transfer. According to Leslie Johnson, senior vice president of IT at AVI-SPL, “We didn’t want to worry about different protocols or AS2 connectivity.”

In looking to expand its business-to-business data exchange capabilities to handle EDI needs, the AVI-SPL team researched cloud-based services for secure file transfers.

Says Johnson, “We were systematically evaluating which infrastructure services we could move to Software-as-a-Service rather than on-premise infrastructure. Using cloud-based services gives us better redundancy and scalability than we can easily achieve ourselves, freeing our own IT services for other purposes.”

As an existing user of EFT Server, the company was pleased to hear about Globalscape’s Managed Information Xchange (MIX) service. Says Johnson, “As a Globalscape customer, we trust their expertise in secure file transfer. When we were offered the MIX service with secure file exchange as an on-demand service, we knew we’d found our solution.”

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The MIX service offers all of the secure file exchange features of EFT Server while also providing Globalscape business data exchange experts to manage the day-to-day operations.

These features include:

- > Multiple secure transport protocols, including SFTP (SSH2), FTPS (SSL/TLS), HTTPS, PGP, and AS2
- > Event-based automation – particularly important in the EDI environment supporting supply chain processes
- > Audit, reporting, and monitoring capabilities
- > Flexible authentication and user account controls

GLOBALSCAPE MIX: SECURE FILE TRANSFER IN THE CLOUD

MIX is an award-winning hosted and managed service that integrates the market-leading Globalscape EFT Server with infrastructure from Rackspace® Hosting. The tiered service allows AVI-SPL to outsource file exchange services to reduce costs, increase efficiency, and provide reliability and redundancy on a global scale.

Using Globalscape MIX, AVI-SPL has taken advantage of a scalable cloud-based infrastructure to support EDI transactions and large file transfers with partners, vendors, and customers around the globe.

COLLABORATIVE SUPPORT SPEEDS EDI IMPLEMENTATION

Having adopted the MIX service from Globalscape, the next step was to identify the details of AVI-SPL's EDI exchanges with vendors and partners. As this was the 'do-it-yourself' part of their EDI implementation, they expected to spend a large amount of time on this effort. What they didn't expect was the amount of support they received from Globalscape's Managed Solutions team to make the deployment a success.



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Today the company is using the MIX service for file transfers as well as supply chain processes, such as invoicing/purchase order transfers with vendors and customers. The cloud-based infrastructure gives the company the ability to scale its secure file transfers without adding to its own infrastructure and management costs.

Says Johnson, "At AVI-SPL, collaboration is essential to everything we do. Secure, efficient file transfers help us collaborate more effectively with partners and customers, and MIX gives us a scalable, reliable platform to support those efforts."

ABOUT GLOBALSCAPE

Globalscape ensures the reliability of mission-critical operations by securing sensitive data and intellectual property. Globalscape's suite of solutions features EFT Server™ software, the industry-leading enterprise file transfer solution that delivers military-grade security and a customizable platform for achieving best-in-class control and visibility of data in motion or at rest across multiple locations. Founded in 1996, Globalscape is a leading enterprise solution provider of secure information exchange software and services to thousands of customers, including global enterprises, governments, and small businesses.