maurices
Case Study – Retail

maurices

SUMMARY

maurices, a women's apparel retailer, owned by Dress Barn, Inc., has deployed Columbitech's mobile VPN in its 700 retail stores across the United States. Utilizing Columbitech's mobile VPN solution, maurices has enhanced the overall security of its wireless network and added authentication features to its existing Fujitsu iPAD handheld computers. The solution meets the Payment Card Industry Data Security Standard (PCI DSS) requirements and provides future-proof security.

THE CHALLENGES

maurices had invested in the Fujitsu iPAD mobile computers and a wireless network a few years back. The iPADs are used by store managers to complete store transfers as well as to manage pricing and were critical to the daily operation of the stores. With support for WEP and WPA, maurices wanted to make sure that its wireless infrastructure was current with the latest security standards and provided sufficient protection of data going forward.

THE EVALUATION CRITERIA

- Compliance with PCI requirements as well as future security standards
- Support for existing legacy equipment

- Easy to implement and use
- Low purchase price and maintenance cost

maurices was looking for a solution that could enhance the security of all its existing wireless infrastructure and avoid a costly hardware replacement as well as interruptions to the daily store operation. A cost-efficient, software-based solution with low maintenance cost was therefore desired. Additionally, the solution needed to be easy to implement and roll out to users in its 700 locations.

THE SOLUTION

maurices selected the Columbitech Mobile VPN after thorough market research. The Columbitech Mobile VPN was the only solution that addressed the requirements of maurices' existing wireless infrastructure, avoiding the purchase of new hardware and replacement of current equipment while providing uninterrupted customer data integrity.

"Finding a solution that could meet our requirements without replacing our existing investment was quite a win," said Mike Machones, vice president of IT & logistics for maurices.

COLUMBITECH

"Columbitech offered the security protection we needed and allowed us to continue using our existing hardware well into the future, preserving our investment."

Columbitech's mobile VPN provides authentication and secure access, protecting against hackers while enabling faster price checks and more accurate data. The mobile VPN also allows store managers to focus on productivity with single-sign-on (SSO) functionality, providing uninterrupted connectivity and session persistence if the device loses the network connection or hibernates to save battery power.

With Columbitech's mobile VPN, maurices is empowered to securely use all its existing wireless applications, as well as expand the mobile platform with new applications such as mobile payments and mobile CRM. It allows maurices to replace equipment gradually instead of replacing all the hardware at once. The Columbitech Mobile VPN is application transparent and seamless to the user.

"The Columbitech solution enables us to maximize the return on investment from our current platform," said Mike Machones. It allows us to focus on developing new applications that can further improve productivity and customer experience, instead of replacing hardware and rewriting existing applications."

Additionally, Columbitech Mobile VPN is the only mobile VPN that is FIPS 140-2 certified and that secures both Wi-Fi and cellular based computer devices.

FAST IMPLEMENTATION

The Columbitech Mobile VPN consists of both a client and server software. maurices uses one server software license per store, running on Windows servers. The client software was pushed out to the devices by using a script, and future software updates can be managed remotely by Columbitech's tool for remote updates over the wireless network.

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>
> Mike Machones, vice president of IT & logistics for maurices

COST ADVANTAGES

- The software-based Columbitech Mobile VPN costs only a fraction of replacing the existing hardware.
- The solution is application transparent and had minimal impact on the daily store operation.
- The VPN is seamless to the user and does not require any training.
- The productivity was improved thanks to session persistence.

maurices selected Columbitech to ensure a secure environment for its wireless Fujitsu iPAD mobile computers used in its 700 stores.

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