

VASCO's VACMAN[®] Controller and DIGIPASS[®] Go 1 Protect Real Estate Database and Revenue of B-to-B E-Commerce Company

VASCO: a global reach beyond banking

VASCO Data Security is the global market leader in strong authentication.

With VASCO's DIGIPASS[®] and VACMAN[®] product ranges, companies can protect their networks against uninvited guests and offer their customers and staff, secure remote access to the corporate network, convenient password management and digital signature protected transactions.

VASCO's products are used in over 50 vertical sectors, including b-to-b e-commerce.

ASP'S: HOW TO PROTECT CRUCIAL DATA AND REVENUE?

ASP's that provide crucial business data to a closed user-group are a quickly growing segment of b-to-b e-business companies.

What is true for other e-business applications such as online banking and online brokerage, is also a fact for the data providers: the use of static secret information online, is as secure as putting your house key underneath the door mat. Business data is the working capital of this type of company. A hacker who tampers with the central database, would even succeed in putting ASP's out of business.

A U.S. based online provider of commercial real estate information wanted to offer its customers secure online access to a database with critical corporate real estate information. Their services are used by tens of thousands of the U.S.A.'s professional real estate brokers.

The organization faced some serious challenges when it planned to launch its online applications:

1. In case of using static passwords to protect the access to the database, the risk was too high that a hacker would force an entry into the system and damage or even destroy data;



2. It needed to find a solution that could secure the application without compromising the users' mobility and ease-of-use;
3. Password sharing of "traditional" static passwords could allow unauthorized access to the database, thus reducing revenue and negatively impacting the bottom line. The company even notice that entry codes were offered for sale on the Net.

VASCO'S VACMAN CONTROLLER AND DIGIPASS GO1 TO THE RESCUE

The company decided that implementing VASCO's strong authentication would address the security needs they had outlined and resolve the password sharing problems, without jeopardizing mobility and ease-of-use.

As authentication backbone, the ASP installed VASCO's VACMAN[®] Controller. The end-users were provided with VASCO's DIGIPASS[®] Go 1 hardware strong authentication product, customized with the company's logo.

VACMAN[®] Controller is VASCO's authentication backbone. Installed at the server side, the software product coordinates all DIGIPASS[®] client authentication products. VACMAN[®] Controller seamlessly supports over 40 soft- and hardware DIGIPASS[®] authentication tools.

VASCO's DIGIPASS[®] Go 1 calculates one-time passwords and host authentication codes, which makes the system a lot more secure than a password system.

DIGIPASS® Go 1 is an ultra-portable, stylishly designed authentication device that offers higher protection than static passwords. It can be carried in a shirt pocket, clipped on a belt, worn on a necklace or as a classy key holder. This means that users can have security anywhere, anyhow and at any time.



The company was positive positively surprised by the swift integration of VACMAN® Controller.

Once the roll-out of DIGIPASS® to its subscribers was succeeded, the ASP noticed that the bulk of its problems were solved.

1. The use of one-time passwords generated by DIGIPASS® boosts the online security of the application, making a potential hacker's life a lot more difficult.
2. The user can access the application any time and anywhere. He doesn't have to download software on his pc. All he needs is his DIGIPASS®.
3. The system is very straightforward and extremely user friendly. The company received a lot less customer support calls, thus reducing back office and call center costs.

4. Password sharing disappeared. The one-time passwords calculated by DIGIPASS® change every 36 seconds and can not be re-used. That way, the company was sure that every person accessing the database was a paying subscriber, and not someone violating their copyright and jeopardizing their business.

CONCLUSION:

DIGIPASS® and VACMAN® are a winning combination for every b-to-b e-commerce company. The enhanced security, combined with reduced risks for password sharing and the possibility to turn security into a marketing tool.

About VASCO

VASCO designs, develops, markets and supports patented DIGIPASS® user authentication products for the financial world, remote access, e-business and e-commerce. With tens of millions of DIGIPASS® products sold, VASCO has established itself as a world-leader for strong User Authentication for e-Banking and for Network Access for blue-chip corporations and governments worldwide.

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