

FINANCIAL SERVICES

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LONE STAR BANK CHOOSES HOSTED EFT SERVER™ FOR SECURE FILE TRANSFER

BUSINESS CHALLENGE: SECURITY WITHOUT COMPLEXITY

Lone Star Bank has been providing banking and financial services to Texans since opening in Moulton, Texas in 1920. A full-service bank, Lone Star has branches and offices in multiple locations in Texas.

When the bank needed a solution to an important but cumbersome file transfer process, it turned to a hosted solution from Globalscape®. Globalscape Hosted Enhanced File Transfer Server™ (Hosted EFT Server) combines comprehensive secure file transfer capabilities of its award winning Enhanced File Transfer Server™ (EFT Server™) solution with a secure cloud-based infrastructure and superior service from Globalscape experts.

Lone Star Bank regularly transfers PDF packages ranging in size from 10-20 megabytes with customers and partners. Security and compliance are critical for this financial data. The existing secure email site the bank used for the transfers wasn't easy to use or administer. The bank insisted on streamlining those processes, while ensuring that the transfers were both secure and audited.

Lone Star Bank discovered EFT Server when working with a large bank partner. EFT Server is a secure file transfer solution that supports many file transfer protocols and encryption options, with comprehensive auditing, reporting, and automation. An easy-to-use interface simplifies both automated, regular file transfers and ad hoc exchanges.

Says Scotty Cannon, IT Director at Lone Star, "When we saw how easy and secure the file transfer process was with EFT Server at our partner bank, we knew that we wanted and needed the same solution."

"Globalscape's customer support is top-notch, and it's difficult to put a price tag on that. They have a very knowledgeable and helpful support team."



SOLUTION: GLOBALSCAPE HOSTED EFT SERVER™

All that remained was to determine the most cost-effective model for deploying the solution at the bank. Globalscape offers multiple deployment models for the EFT Server solution, ranging from traditional on-premise software to fully managed cloud-based file transfer services (Managed Information Xchange™).

Lone Star Bank chose Globalscape's Hosted EFT Server, which offers 24x7 infrastructure management in an SAS-70 Type II hosting environment with uptime service level agreements. The bank's IT team is responsible for administering the solution in the hosted environment. The bank retains control of its data without having to worry about managing the security and availability of the file exchange infrastructure.

Hosted EFT Server offered the right combination of cost effectiveness, ease of use, and compliance controls for Lone Star Bank.

- > **Cost:** As a hosted application, Hosted EFT Server offers "pay-as-you-go" pricing that eliminates upfront capital investment. The hosted model reduces ongoing expenses of managing and maintaining hardware and software.
- > **Ease of use:** Hosted EFT Server is simple to use for both ad hoc and automated file transfers, and is easy to manage in the hosted environment.
- > **Compliance:** In addition to multiple secure file transfer protocols, Hosted EFT Server includes auditing and reporting capabilities that help the bank meet strict compliance requirements.

RESULTS: THE RIGHT COST MODEL FOR THE BUSINESS

For Lone Star Bank, choosing a hosted model was the most cost-effective way to achieve the security and availability they needed with minimal impact on their existing IT operations. The secure, SAS-70 Type II data center was an important factor for the bank, providing high levels of physical and network security.

Says Cannon, "We estimate that we'd have to purchase over \$15,000 in equipment and maintain our own server and also dedicate 30% of an FTE to deploy a solution in-house with sufficient levels of security and availability."

The IT team enjoys the usability and control offered through the Globalscape solution. The many secure file transfer protocols supported within EFT Server make it simple for the bank to exchange information securely with its customers and partners.

The IT organization also appreciates the customer service they have experienced through Globalscape's support team. "Globalscape's customer support is top-notch, and it's difficult to put a price tag on that. They have a very knowledgeable and helpful support team."

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.