



Secure Internet Traffic



## Choice Hotels Australasia

## Customer Reference

### CompanyCRYPT for MIMESweeper protects business critical emails

#### Customer profile

Choice Hotels Australasia representing *Comfort*<sup>TM</sup>, *Quality*<sup>TM</sup> and *Clarion*<sup>TM</sup> brands offers more than 300 hotels, inns, suites, resorts and apartments across Australia, New Zealand, Singapore, China, Papua New Guinea, American Samoa and New Caledonia. The globe's second largest accommodation franchising group - Choice Hotels International - has acquired Choice Hotels Australasia and as a result has strengthened its presence within the Asia Pacific marketplace.

#### Situation

Sensitive customer stay information is exchanged by email with a partner airline (Qantas). The current manual desktop encryption was cumbersome to use and difficult to manage. Interactions could not be automated because of the manual steps involved, and any changes in staff required installing, configuring and training in PGP Desktop for their use.

#### Goals

- Fully automatic encryption on gateway level
- Specific PGP encryption (attachment only) to meet external partner requirements
- Zero changes to infrastructure
- No more user involvement
- Central content scan, anti-virus scan and policies extended even on encrypted emails

#### Project

Other available gateway encryption solution did not provide the flexibility needed in this case in economic terms. Despite the long distance, the close developers support was instrumental in adapting CompanyCRYPT to exactly meet the requirements demanded for the workflow with the external partner, Qantas Airlines.

#### Results

All requirements were met in a reliable and easy to use solution. By the unique integration into the security gateway Clearswift MIMESweeper no extra hardware was needed. No changes to the infrastructure were necessary. No ongoing administration is necessary and the end user cannot forget to encrypt sensitive data.

„A well-functioning product that meets our needs.“

David Blackman, IT Manager, Choice Hotels Australasia



CHOICE HOTELS AUSTRALASIA <sup>TM</sup>

Company:	Choice Hotels Australasia Pty Ltd
Scope of business:	Australasia
Corporate Office:	East Melbourne, Australia

“Everything is working fine and the users are very happy not to have to use PGP Desktop any more.”

David Blackman, IT Manager

#### CompanyCRYPT highlights

- Fully automatic gateway encryption
- OpenPGP and S/MIME standards
- Works as a perfectly fitting module for the MIMESweeper
- Central content scan and anti-virus scan even on encrypted emails
- No user training
- Automatic key exchange (MIKE)
- Web based administration

„The combination of MIMESweeper and the encryption instrument “CompanyCRYPT” really adds to the benefit of the customer.

Encrypted file attachments are no longer an illusion à la Copperfield.

Where our content scanner had to fish in muddy water, because what is invisible cannot be scanned, there is now brought light to the darkness.“

Frank Brandenburg, Vice President Business Development & Strategic Alliances Clearswift Ltd.