

**GO ANYWHERE<sup>®</sup>**  
Managed File Transfer

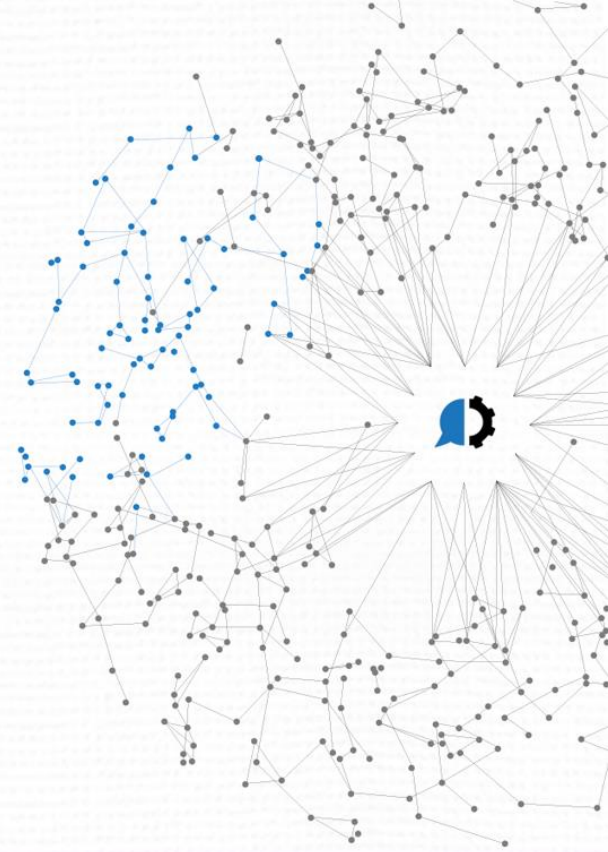
Automating Your  
File Transfers

[www.goanywhere.com](http://www.goanywhere.com)



## Agenda

1. The Context
2. Common Issues
3. Why Managed File Transfer
4. Live Demo Use Cases
5. Q&A



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# Today's Presenters

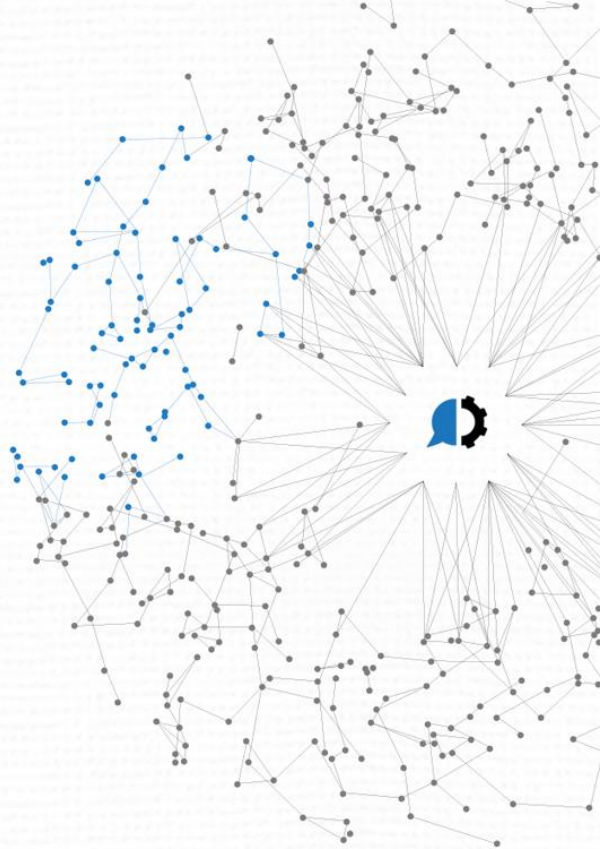


**Dan Freeman**  
*Senior Solutions Consultant*  
HelpSystems



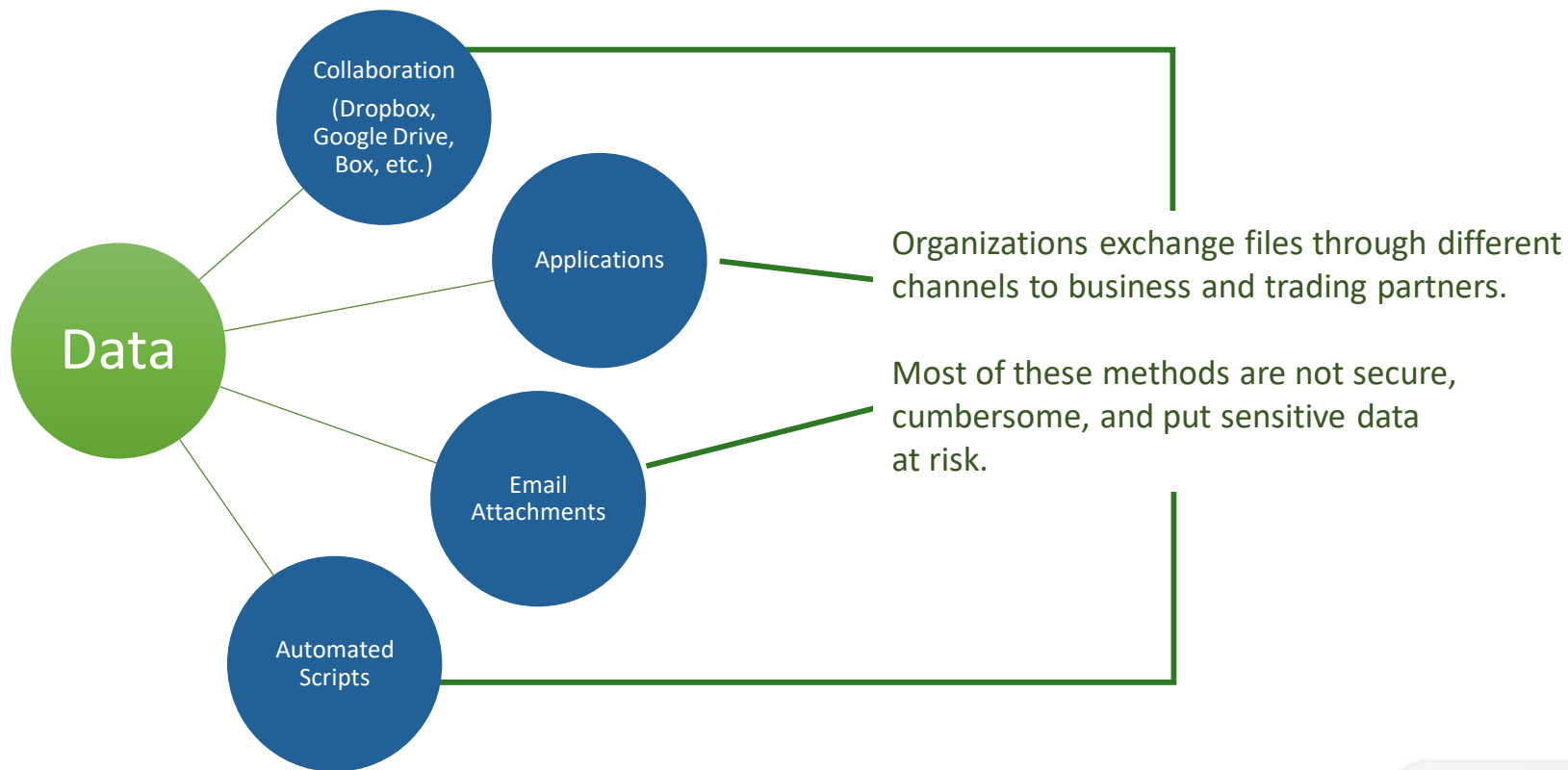
# The Context

File Exchange and File Movement



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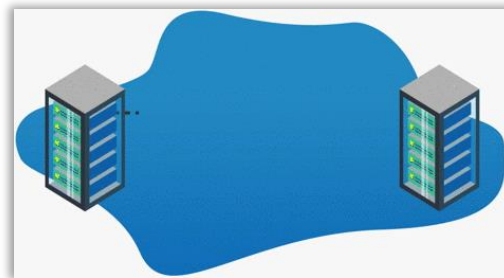
# The MFT Context



# File Exchange Types

## ▶ SERVER TO SERVER/PERSON (B2B/B2C)

- ▶ Automated & unattended file transfers.
- ▶ No human intervention.
- ▶ Common channels: FTP, SFTP, FTPS, HTTPS.



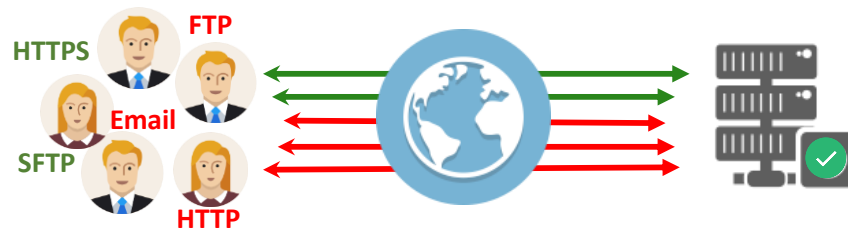
## ▶ PERSON TO PERSON/SERVER

- ▶ Ad-hoc file transfers.
- ▶ Individual & team collaboration.
- ▶ Common channels: email, FTP, web, cloud services.



# External Exchanges

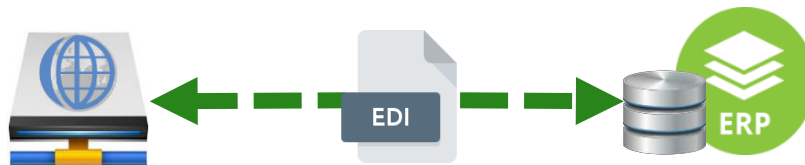
Enable **secure and reliable** data channels to deal with partners, providers, customers, etc.



**E2E encryption, at rest,**  
to add an extra layer of protection.



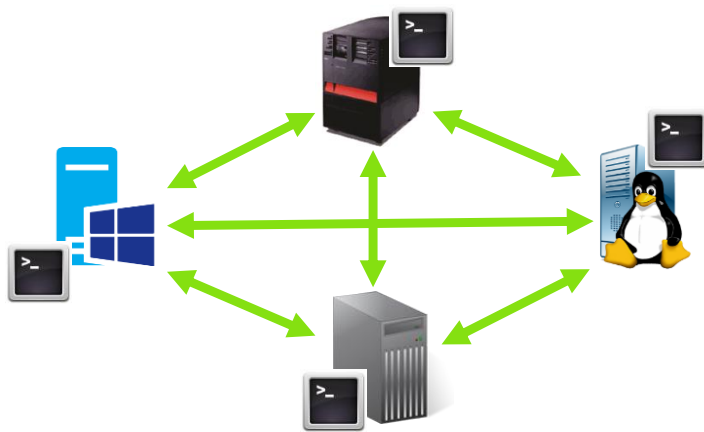
**EDI document translation** based  
on homegrown solutions or  
expensive tools.



# Internal Exchanges



**Application integration**, data workflows, and ETL, based on manual tasks or scripting.



**Internal file movement among** different servers, platforms, and applications.

# Internal Exchanges within Locations

File exchange between **remote locations** (offices, stores, dealers, hotels, etc.) and the headquarters.

- ▶ Different networks.
- ▶ Non-secure channels (FTP, mail).
- ▶ High admin and maintenance costs.



**Accelerate** transfers of large files between remote sites.



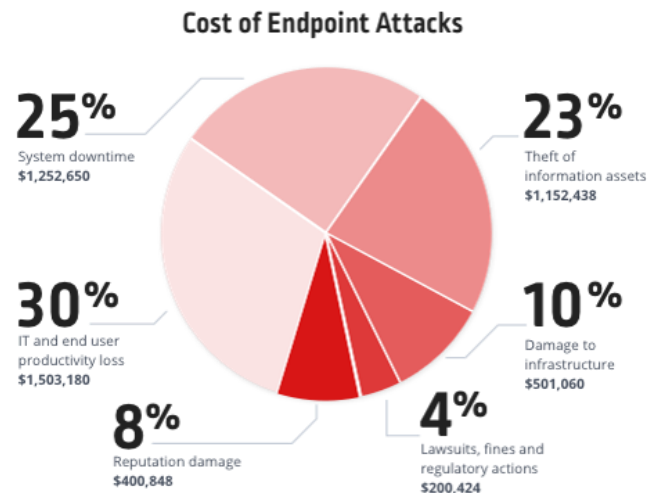
# Some Trends in Security

- ▶ **+1.7 billion records stolen in January 2019 from data breaches (2.5 billion in all 2017)**

\* 2018 Breach Level Index (BLI).

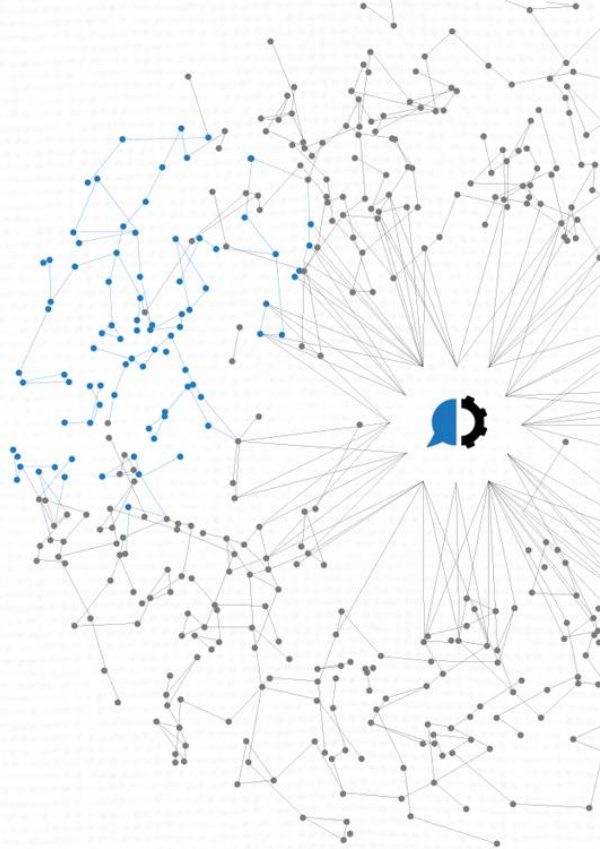
- ▶ **Main trends:**

- ▶ Human error still as a main problem: accidental loss, bad configurations, etc.
  - ▶ Internal threats continue to grow (28% of total).
  - ▶ 58% of the attacks targeting mid-size companies (<250 employees).
- 
- ▶ It is estimated that by 2021, damage will cost \$6 billion annually, compared to \$3 billion in 2015.
  - ▶ Gartner estimates that security spending in 2017 was more than \$86.4 billion.
  - ▶ Threats will keep evolving rapidly.





## Common Issues



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## Development and Maintenance

- ▶ Implementation and changes depend on the Development team.
- ▶ Outdated or misconfigured tools.
- ▶ Difficult to keep the solution up to date with the latest security standards (PCI with TLS 1.2).
- ▶ Heterogeneity of scripts, codes, and programming technologies (Batch, Shell, PowerShell, Java, Python...).
- ▶ Replicated and duplicated scripts.
- ▶ Lack of knowledge of how secure protocols work (SSL, SSH, OpenPGP, AES, DES...).
- ▶ Locating and solving problems is time consuming.

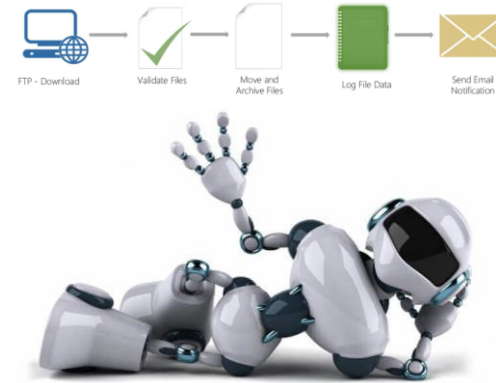
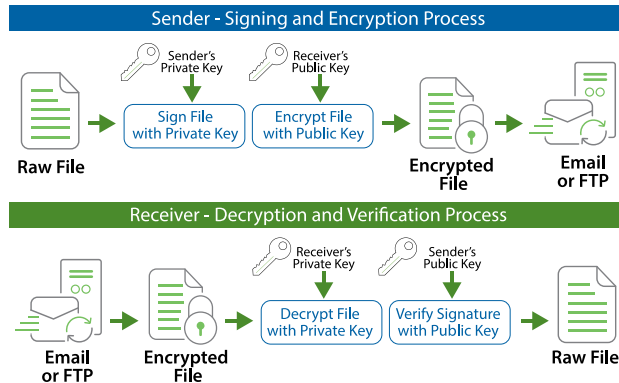


## Decentralized Administration

- ▶ Complex administration of various scripts, tools, and solutions.
- ▶ Different applications to activate services to receive information from third parties such as SFTP, FTPS, HTTPS, AS2, etc.
- ▶ Management of service users in multiple applications/systems.
- ▶ No integration with Active Directory/LDAP.
- ▶ Management of encryption keys is cumbersome.



- ▶ Reliability: No auto-resuming and retry mechanisms to ensure delivery.
- ▶ Simple workflows: limited automation for file transfer. No data transformation or integration between applications capabilities.
- ▶ Users manually operating with sensitive data: payment of payroll, orders, etc.
- ▶ File encryption/decryption is still a manual process?



- ▶ No centralized audit trails.
- ▶ Non-existent/incomplete execution log of workflows.
- ▶ File auditing?
- ▶ Mail alerts not always implemented (i.e. user disabled).
- ▶ Audit compliance? GDPR, PCI DSS, SOX, HIPAA, Central Banks and more.

Date / Time	Command	IP Address	User	File	Remarks
3/14/17 7:46:00	Login	209.191.2.3	partnerabc		
3/14/17 7:47:12	Download	209.191.2.3	partnerabc	orders1.csv	
3/14/17 7:47:14	Download	209.191.2.3	partnerabc	orders2.csv	
3/14/17 7:48:16	Upload	209.191.2.3	partnerabc	confirmation.xml	
3/14/17 7:49:18	Logout	209.191.2.3	partnerabc		
3/15/17 3:23:00	Login - Failed	171.8.79.143	root		Malicious user name
3/16/17 0:13:21	Login - Failed	139.224.24.26	admin		5 invalid login attempts
3/17/17 9:05:43	Login - Failed	125.88.74.122	test		Invalid user id



## ► ENCRYPTION

- Use of unsafe transport protocols... FTP! Also for internal movements.
- Files being sent without encryption.
- Use of vulnerable algorithms and encryption.
- Passwords in the clear as part of script code.
- Missing a key and certificate management system.

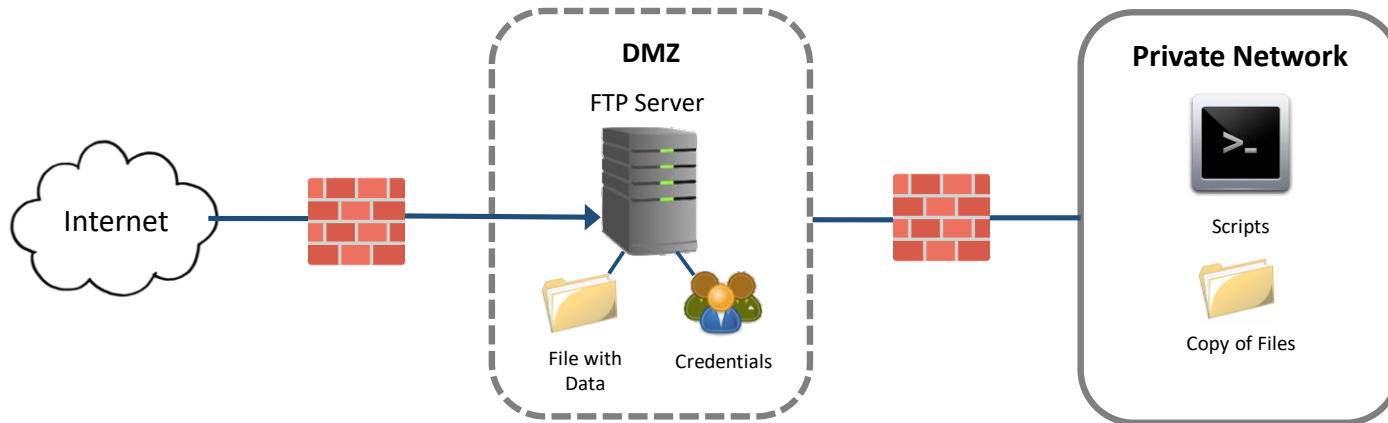
## ► ACCESS MANAGEMENT

- Segregation of duties?
- Deactivation of accounts due to failed login attempts?
- Strict password policies? Multi-factor authentication?



## ► ARCHITECTURE

- The DMZ network is more vulnerable, and files could be accessed by hackers.
- The credentials are contained outside the security of the private network.
- The availability of the FTP service itself may be compromised.
- Scripts must be created to "move" the files to the internal network.



## ▶ ARCHITECTURE

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## ▶ AVAILABILITY

- ▶ High Availability?
- ▶ DOS features or Brute Force Attack?
- ▶ High transmission errors and interrupted connections.

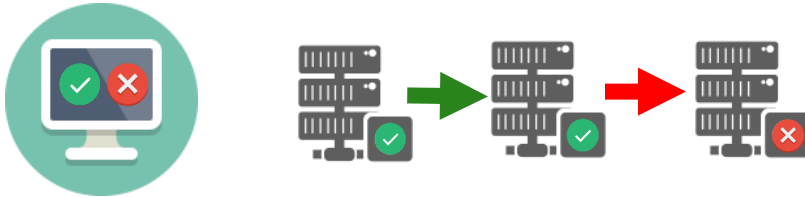
## ▶ INTEGRITY

- ▶ Has the data been unaltered when received by the recipient?

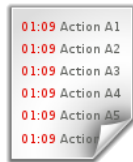
# Common Needs



**Protect the data** that is being exchanged and guarantee the delivery.



**Manage and control** file transfers from a central site, a single pane of glass.



**Regulation compliance:**  
PCI, SOX, GDPR, ISO:  
encryption, auditing, and reporting.

# Why Managed File Transfer



*SECURE FILE EXCHANGE MANAGEMENT*

*CENTRALIZED ADMINISTRATION*

*FULL TRACEABILITY AND CONTROL*

*AUTOMATION*



## Modern MFT Solution

A unified web-based solution that has great technology and is being continually developed



## Ease of Use

Easy to deploy, maintain, update, and manage as organizations' needs change or develop



## Cross Platform

Our customers have diverse environments and need a solution that deploys everywhere



## Extensibility

Meets customers where they are now and in the future with flexible pricing and configuration

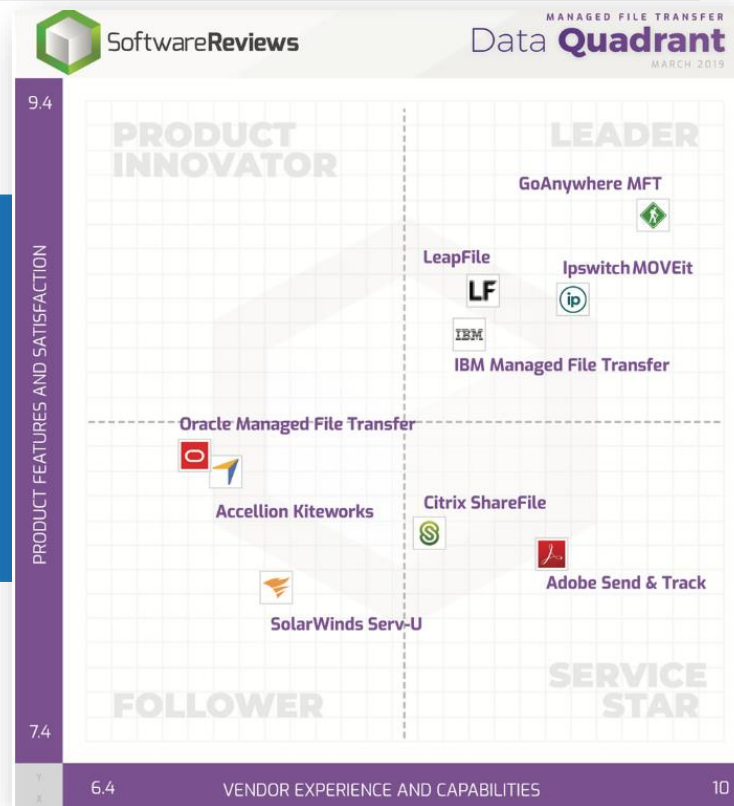
# 2019 Info-Tech MFT Data Quadrant

## GoAnywhere Leads as #1 MFT Solution, according to Info-Tech Research Group

GoAnywhere lead the way for vendor capabilities, product features, and likeliness to recommend, compared to Ipswitch MOVEit, IBM MFT, and 40+ other file transfer solutions.

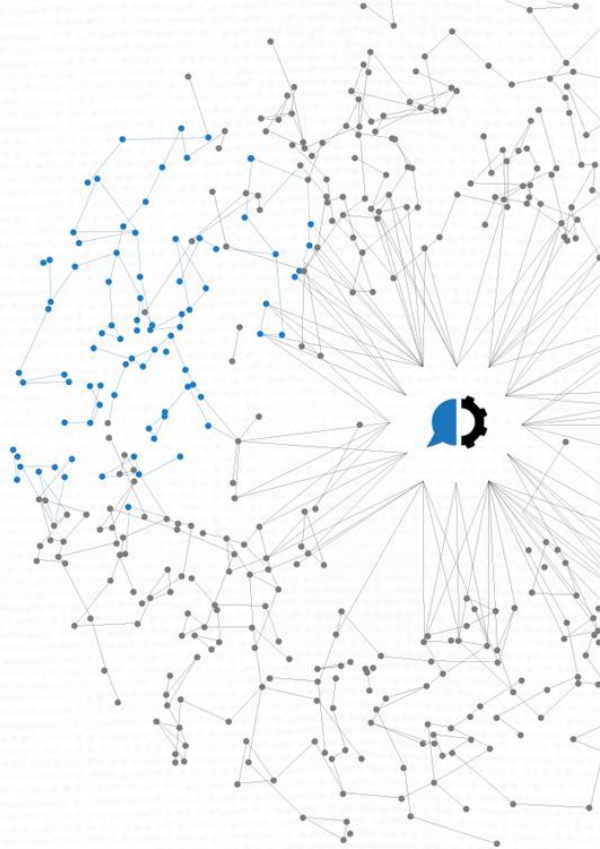


Download the report at  
[www.goanywhere.com/info-tech](http://www.goanywhere.com/info-tech)





## Live Demo



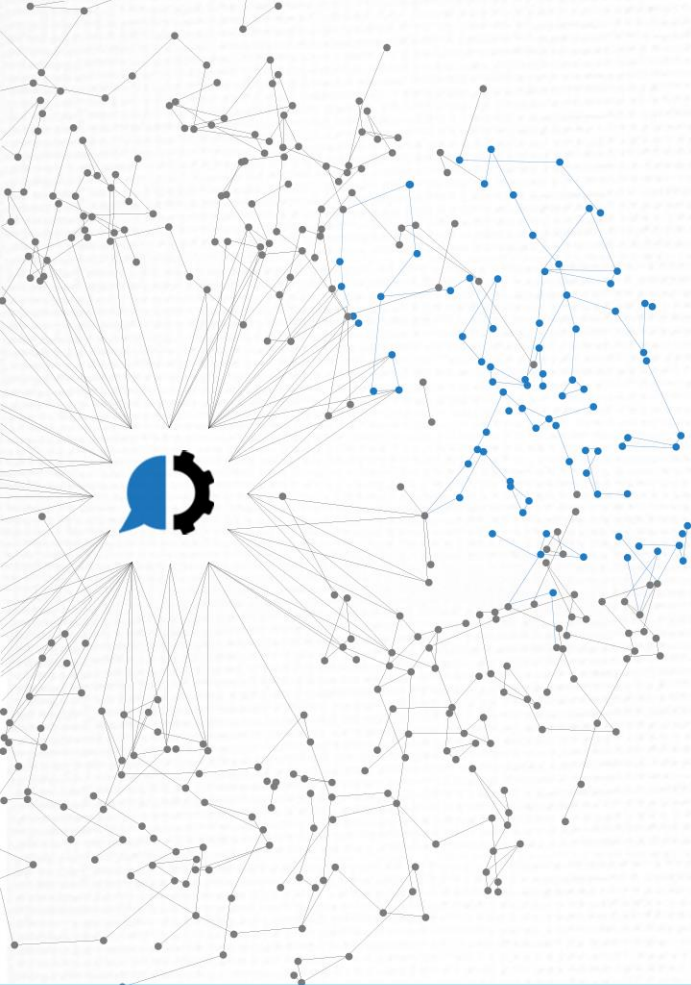
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# Thank you for joining us!



- ▶ Questions? We're happy to help.
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  - ▶ [goanywhere.support@helpsystems.com](mailto:goanywhere.support@helpsystems.com)
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Any  
Questions

