



## Do More with Less. Less Money, Less Time & Less Complexity.

When Their Communications Consisted of Direct Connections, Multiple VANs and Complicated Firewall Security, They Knew There Had to Be a Better Way.



### Customer Challenge

#### Business Need

With an EDI department that consisted of a single full-time employee who was also the firewall administrator, this busy Consumer Packaged Goods (CPG) manufacturer needed to streamline their communications solutions. Two critical connections to major mass merchandisers were handled directly. The company's other major distribution channel was through 2 large distributor networks that were currently operating through different VAN connections. VAN charges were quickly becoming cost prohibitive as their fees were based on inventory turnover and were growing as the company was growing sales. Managing the complexity and coordination with multiple connections was becoming increasingly time-consuming and stressful. Ensuring security of the data being transferred was critical as it contained partner-specific pricing and product codes.

#### IT Issue

Although they only had 4 connections supporting all of their product distribution, security was paramount to all parties involved in these daily transactions. A single solution would certainly ease stress and reduce opportunities for error, especially with only a single administrator in place. Accommodating the communication preferences of both of their major mass merchandisers – for AS2 and for SFTP – was also a requirement. In addition, the VANs strongly recommended AS2 and HTTPs as their file transfer protocols to avoid additional fees over and above the base data transformation charges. While security was always important to this CPG manufacturer, it was becoming increasingly critical as they had recently recognized some data vulnerabilities in the DMZ – their data was not protected throughout the entire file transfer. These vulnerabilities left mission-critical information open to interception.

### CLEO Solution

CLEO LexiCom™ enables this manufacturer to meet all protocol requirements with a single solution, both today and into the future. File transfer logs are hosted in a single solution, saving time as the administrator now views the status of all file transfers in a single location. Security is built into all of the protocols in **CLEO LexiCom**. Additional security exists in the DMZ with the addition of CLEO VLProxy, which protects the company from any unauthorized data entering their internal firewall. Each of their trading relationships is in place using 3 pre-configured hosts and a newly created host at no additional cost.

Secure communications are in place. The DMZ is more secure. Increasing VAN costs are a thing of the past. Their communications are now simplified and secure, so they can get back to growing their business.

### Success Snapshot



**Size:** \$184 Million

**Profile:** 250 Employees, More Than 40 Years in Business

**Software and Services:**  
CLEO LexiCom & CLEO VLProxy

**Vertical Industries:** Consumer Packaged Goods:  
Hardware Manufacturer

**Country/Region:** North America

**Business Need:** Streamline Communications

**IT Issue:** Multiple Protocol Requirements  
& Improved Security

**CLEO**

**CLEO**

Office: 800.233.2536

Stream Fax: 815.654.8294

sales@cleo.com

www.cleo.com

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