

Warehouse Club Chain Retools for PCI Security Compliance

A leading warehouse retailer in the eastern U.S. chose Cisco for a major WAN and security upgrade, migrating from a Frame Relay to an IP Multiprotocol Label Switching (IP MPLS) network and a WAN connection from Qwest.

EXECUTIVE SUMMARY
WHOLESALE WAREHOUSE STORE CHAIN <ul style="list-style-type: none"> • 175 stores and 99 gas stations in 16 eastern states • 800 employees
BUSINESS CHALLENGE <ul style="list-style-type: none"> • Enable PCI DSS compliance for all point-of-sale stations • Provide secure communications with headquarters
NETWORK SOLUTION <ul style="list-style-type: none"> • Cisco PCI Solution for Retail
BUSINESS RESULTS <ul style="list-style-type: none"> • Achieved PCI DSS compliance in all stores • Increased bandwidth in stores from 56 Kbps to 128 Kbps • Enabled new applications with enhanced store access to central membership database

Business Challenge

Driven by looming Payment Card Industry (PCI) Data Security Standard (DSS) requirements deadlines, the warehouse club also wanted to reduce Frame Relay circuit and management costs and to increase bandwidth to its stores for various applications. The decision was made to move from Frame Relay to IP MPLS due to cost, management, performance, and security advantages. The customer had no Cisco equipment and a long relationship with incumbent Nortel.

After attending a Cisco Executive Briefing Center and participating in a quarterly Cisco security roundtable in New England, the CIO and Vice President of Systems and Security became more familiar with Cisco solutions, including the Cisco PCI Solution for Retail.

Network Solution

The warehouse club chose the Cisco 1841 Series Integrated Services Routers (ISRs) for each store, due to the integrated features—such as firewall, intrusion detection, intrusion prevention, and VPN—included in the product. Nortel provides these features at additional cost and with separate appliances.

“The different routing and security groups within the customer’s IT organization also liked the ability to do role-based administration of the ISRs, so the routing folks can manage routing and the security team can manage the firewall and other security features separately,” says the Cisco account manager. These features can be configured via the easy-to-use GUI-based Cisco Security Manager. Another Cisco tool gives the customer’s IT staff the ability to perform regular configuration audits for each store.

The headquarters data center deployed Cisco 3845 Series ISRs in the network core to handle the secure VPN traffic to and from the stores.

Business Results

Cisco partner Qwest handled the deployment in the account and became the customer's incumbent service provider as well, connecting all of the stores with Qwest's IP MPLS WAN service. The increased security and bandwidth have brought the warehouse club's stores to full PCI DSS compliance. The new upgrades have also paved the way for more personalized member services due to the higher bandwidth and secure access to the central membership database. A future phase for deployment of Cisco unified communications solutions for retail is now under consideration.

PRODUCT LIST

Routing and Switching

- Cisco 1841 and 3845 Series Integrated Services Routers

Security and VPN

- Cisco Security Manager

For More Information

To find out more about Cisco Solutions for Retail, go to:

<http://www.cisco.com/web/strategy/retail/sec-pci-portfolio.html>



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

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Amsterdam, The Netherlands

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