

Military Retailer Meets PCI Compliance Deadline with Technology and Leasing Options

A large retailer serving the U.S. military scrambled to deploy Payment Card Industry (PCI)-compliant credit card processing. Cisco provided the solution along with a flexible leasing option.

EXECUTIVE SUMMARY	
MILITARY RETAILER	<ul style="list-style-type: none"> • 2,000 stores at 300 bases around the world • 1000+ employees
BUSINESS CHALLENGE	<ul style="list-style-type: none"> • Retool headquarters and store network to achieve PCI DSS compliance in eight months before incurring penalties • Upgrade network without expenditure previously budgeted
NETWORK SOLUTION	<ul style="list-style-type: none"> • Cisco PCI Solution for Retail
BUSINESS RESULTS	<ul style="list-style-type: none"> • Full PCI DSS compliance achieved in stores • Heightened security at headquarters, where Cisco 6500 Series Catalyst switches and Cisco IPS 4260 appliances were deployed, protecting the core, distribution, and edge layers

Business Challenge

The company was notified in January 2007 by the PCI association that as a Type 1 retailer PCI Data Security Standard (DSS) requirements had to be in place in all of their stores by the end of September 2007. With no budget for the router and security upgrade that was necessary to provide the higher bandwidth, firewall, and intrusion prevention security for point-of-sale (POS) stations in the stores as part of PCI DSS compliance, the company turned to Cisco for a technology and financing solution.

Network Solution

As the networking incumbent on the account, having replaced older Nortel routers and switches within the company's network worldwide in 2002, Cisco was a trusted partner. The account team briefed the

customer on the Cisco PCI Solution for Retail, which provides network architectures and solutions to support secure transport for POS traffic. At the same time, the account team introduced the customer to Cisco Capital and engaged the CFO in a discussion of the benefits of leasing. Previously, IT management would not entertain leasing options. But, given the time constraints on PCI DSS compliance and the unbudgeted expense, the CFO of the military retailer embraced the leasing option.

The Cisco PCI Solution for Retail solution included deployment of Cisco 3825 Series Integrated Services Routers (ISRs) to replace older Cisco 3640 Series routers at large stores and Cisco 2811 Series ISRs to replace legacy Cisco 2612 Series routers at smaller stores. Both types of new ISRs contain security bundles that include a firewall feature set and intrusion prevention capabilities. The stores also deployed Cisco Catalyst 3560 and 3750 Series switches with power over Ethernet (PoE) capability for POS and wireless LAN (WLAN) connectivity. The WLAN upgrade was deployed in 2008.

For the headquarters data center, the company deployed Cisco Catalyst 6509 Series switches with firewall and VPN service modules to secure and isolate the store traffic as part of PCI DSS

requirements. Additionally, Cisco ASA 5550 and 5520 Series Adaptive Security Appliances were deployed to protect e-commerce traffic and to enable secure socket layer (SSL) VPN functionality. Cisco Intrusion Prevention Services (IPS) 4260 Series sensors were installed at headquarters to provide IPS services at the network perimeter.

The Cisco Content Switching Module was deployed to help with network load balancing and the Cisco Security Monitoring, Analysis, and Response System (MARS) was deployed to monitor the network for security-related events.

Business Results

The retailer achieved PCI DSS compliance in time to avoid penalties on transactions that would have cost them an additional \$40 million a year. Cisco Capital's competitive leasing program

enabled the company to complete \$16 million worth of upgrades to the stores and the headquarters in one instead of two years. The newly enhanced infrastructure, with POS and VPN security, will allow the company to more easily and economically replace legacy Key telephone systems with IP telephony and Cisco unified communications solutions.

PRODUCT LIST

Routing and Switching

- Cisco 3825 and 2811 Series Integrated Services Routers
- Cisco Catalyst 3560 and 3750 Series switches
- Cisco Catalyst 6509 Series switches with firewall and VPN service modules

Security and VPN

- Cisco ASA 5505 and 5520 Series Adaptive Security Appliances
- Cisco IPS 4260 Series sensors
- Cisco Security Monitoring, Analysis, and Response System (MARS)

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>



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