

# **Ksoft** Case Study

## Overview

Ksoft is a technology and consulting firm that serves pharmacies and health services organizations throughout Argentina. The company focuses on providing innovative solutions that facilitate operational efficiency throughout the drug marketing chain for their clients. Ksoft relies on its knowledgeable, trained staff along with well-designed and maintained software to enable customers to become more competitive in the market. The company's management system is also ISO 9001-2008 certified to ensure quality and compliance.

## Challenge

The company had its application installed with more than two thousand clients in the Republic of Argentina. These clients received daily data updates generated by Ksoft, and this sensitive data needed to be protected from internal and external threats. Ksoft was looking for a cost-effective solution that would encrypt data whether stored on their own servers or on-premise with their customers using Ksoft's application.

## Solution

Ksoft had several criteria for selecting a solution including industry reputation, ease of installation, and license affordability. The DbDefence product from ActiveCrypt was a clear contender based on its excellent track record in the technology marketplace. The implementation proved to be simple, requiring few changes in Ksoft's code and with full support from the ActiveCrypt team for any questions. The cost of licensing prorated for a large customer base was easily absorbed by the company's end users, adding value without increasing the cost burden for Ksoft to deliver its applications.

## Key Benefits

- Software vendor and customers have greater peace of mind with well-respected encryption solution
- Reliable communication for implementation and any ongoing support needs
- Negligible cost per end user
- Ksoft is prepared to comply with regulations at the national/international level if necessary

## Quote

*"We have found DbDefence to be an effective, reliable encryption tool that is easy to implement with minimum modification of our code. We have distributed this security measure to more than 2,000 clients, giving them peace of mind that all their databases are confidential and protected from intruders."* — **Carlos Stizza, Development Manager at Ksoft s.a.**