



GoAnywhere Customer Story



GO ANYWHERE™
automated data movement for the enterprise

Industry: Retail/Manufacturing
Company: Woolrich

Company Buys Software for PGP Encryption, Finds Uses Across Organization

In the 1830s John Rich made his way traveling from logging camp to logging camp selling fabrics, socks, coverlets and yarn from the back of a mule cart. In the almost eighteen decades since that time, the company he cofounded (Woolrich) grew from a single mill to an international corporation with mill, retail, catalog, internet and licensing divisions.

Those years have brought about significant changes in the business landscape. Today, it's not enough for a business to make sure its products are good and customers are steady. Businesses must also contend with the global marketplace, and mandated regulations that come about due to the proliferation of technology and those who would sabotage it.

Enabling Compliance

Because of these modern conditions, Woolrich found it needed a solution that would enable it to be PCI compliant, and that solution needed to be flexible enough to work within their trading partner's guidelines. Said David Yorks, MIS Manager, "We have a third party that we are transferring information back and forth with, and they were using PGP encryption. Mainly, what we were looking for was a software

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Woolrich

package that could perform PGP encryption on the System i."

After evaluating some of the packages available, Yorks and his team settled on GoAnywhere, a file management and encryption software product from Linoma Software. Says Yorks, "There were a few factors that determined which company we chose. One of them was how easy it was to work with the people at Linoma."

Extending Value

In addition to PGP encryption, Woolrich recognized there were other ways GoAnywhere could benefit the organization. "Once we had the software in place, it seemed like a

different world opened up for us, because now we're finding other places where we can use it."

"For instance, we have also been able to transfer encrypted information to our health insurance provider. Before, we were using software on a PC to do it, and it was pretty cumbersome. Since our data resides on the System i, we were downloading files to the PC, encrypting it, then sending it out. Now, the person can just select an option on the menu and it does it all. For that person, it's saving quite a bit of time and work," explains Yorks.

It doesn't end there. Woolrich is also beginning to use GoAnywhere to communicate with other business partners. States Yorks, "We're also transferring all of our payroll information to the bank, and we will use the encryption and FTP software to do that. Really, for what we're doing, the encryption and the FTP, GoAnywhere works well, and it does everything we've wanted it to do so far."



About Woolrich

In 1830 John Rich founded Woolrich in central Pennsylvania. Almost eighteen decades later, Woolrich is the authentic American brand that celebrates the outdoors with functional, durable products for outdoor enthusiasts. As the nation's oldest continuously operating outdoor apparel marketer and woolen fabric manufacturer, Woolrich's heritage and experience are unparalleled. Trusted by generations of consumers, Woolrich continues the tradition with furnishings and accessories inspired by the outdoors for the home.

www.woolrich.com



About Linoma Software

Founded in 1994, Linoma Software provides innovative technologies to consistently meet evolving data transmission, translation, encryption and compression needs. Linoma Software has a diverse install base of over 3,000 customers around the world including corporations, non-profit organizations and government entities. With its dedication to research, development and superior customer service, Linoma Software is recognized as a leader in software development.

Customer Support

The success of Linoma Software is largely due to our customer-centric approach to the markets we serve. Providing the highest level of customer support is our number one priority. We are able to efficiently respond to any issues or questions through phone, email and live online assistance.

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