

## Kodak cuts costs and dramatically simplifies e-mail encryption with solution from Voltage Security and IBM



Like most companies today, imaging leader Eastman Kodak needed an easy and affordable way to send secure e-mail outside the enterprise to protect confidential data and comply with regulatory requirements, such as the Health Insurance Portability and Accountability Act (HIPAA) in the United States.

Kodak, based in Rochester, New York, tried the full spectrum of traditional encryption solutions, but none of them met the company's basic needs. Certificate-based solutions, such as PKI (public-key infrastructure), and externally hosted WebMail, for instance, were too costly to support and too complicated and time-consuming for users. Encrypting attachments proved to be completely unsatisfactory as well.

"Nothing we tried was user-friendly at all," said Bruce Jones, global IT security and risk manager at Kodak. "The solutions were either too complex to set up or too unwieldy to manage or wouldn't work with all recipient mail systems," Jones said.

A long-time IBM Lotus Notes® enterprise, Kodak used the native encryption capabilities of Lotus Notes to send confidential data internally and sought a simple, reliable, cost-efficient external solution that would easily integrate into its existing Notes® platform. With Voltage SecureMail from Voltage Security, an Advanced IBM Business Partner, Kodak found exactly what it was looking for.

"The Voltage and Lotus Notes solution gives 100 percent of our user base the ability to encrypt their e-mails easily and instantly—which was never before possible," Jones said. "I am fully confident that sensitive material being sent outside the company is now properly encrypted," he said.

### Fast, seamless deployment

Kodak deployed the Voltage SecureMail Gateway on its Lotus Notes platform, enabling 40,000 potential users worldwide—Kodak employees as well as business partners—to encrypt messages. The solution became fully operational in early 2008.

### IBM Business Partner: Voltage Security, Inc.

*Voltage Security is a global leader in information encryption solutions for databases, applications, e-mails, files and documents. Voltage Security is headquartered in Palo Alto, California.*



Voltage SecureMail, which is certified "Ready for IBM Lotus," integrates seamlessly with the existing Notes infrastructure and enables rapid deployment because users don't have to install any software, unlike with Microsoft® Exchange and other platforms.

To enable e-mail encryption, Kodak simply had to plug-in the Voltage SecureMail Gateway appliance to its

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external e-mail system and make a few minor tweaks to Notes. This included a global template change—a simple task with Notes—to add a “Send Secure” check box to the screen and route externally bound messages through the Gateway.

In many instances, Voltage SecureMail can be widely deployed and up and running in just hours, as opposed to weeks or months with other solutions. “I’ve done a lot of deployments in my 27 years at Kodak and I’ve never experienced any as smooth as this one,” Jones said.

Voltage SecureMail uses a unique technology known as Identity-Based Encryption (IBE), which eliminates the complexity and validation requirements inherent in traditional security solutions. In particular, Voltage SecureMail users never have to deal with keys, certificates, or multiple inboxes.

Voltage SecureMail is written in Linux®, “which makes the product very deployable in the Web environment and yields optimal performance and security,” said Sudeep Venkatesh, senior systems engineer at Voltage.

### **Encrypt with just a click**

“Voltage SecureMail integration with Lotus Notes provides unprecedented simplicity to end users, who simply click a button to indicate they want a message encrypted,” Jones said. “The solution essentially makes secure business communication as easy as sending a routine non-encrypted message,” he explained. “In fact, many users set their default so all their messages are encrypted—meaning they never have to check a box or give encryption a thought,” Jones said.

Such ease-of-use has increased productivity, since it could take several minutes to encrypt each e-mail with previous solutions.

The Voltage SecureMail and Lotus Notes solution keeps costs down in many ways: deployment is fast and no change to the existing technical environment is needed; no end user training is required; and the solution requires virtually no administration and support since there are no certificates or databases to manage.

“It’s amazing that even though usage is quite high, we’ve had fewer than 10 calls to our help desk, worldwide, since we went live,” Jones said.

Voltage SecureMail works with any recipient e-mail system, which was not the case with prior solutions and is essential to maintaining fast, reliable, secure communication. The Voltage and IBM solution is also highly scalable and can be extended to encrypt documents and files. Kodak uses its solution for automated delivery of encrypted statements to business partners and customers.

### **IBM partnership opens doors, enhances solutions**

Voltage Security participates in IBM PartnerWorld®, which offers a rich set of benefits to all IBM PartnerWorld members who want to team with IBM to build their vertical market capabilities, expand their partner network and attract customers in the markets they serve. Teaming with IBM is proving valuable to the success and growth of Voltage Security.

“By working closely with PartnerWorld we can provide more comprehensive business solutions and reach new customers,” said Wasim Ahmad, vice president of marketing at Voltage Security. “When potential customers see that we’re partners with IBM and that our product is certified as ready for Lotus Notes, it’s an incredibly powerful selling point,” Ahmad said.

### **For more information**

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For more about Voltage Security, visit: [voltage.com](http://voltage.com)

For more about Eastman Kodak Company, visit: [kodak.com](http://kodak.com)



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