



The Trusted Solution for Enterprise Secure File Transfer

Application Brief: **Eliminate FTP for large file transfer**

By using Biscom Delivery Server to send large files both internally and to their clients, John Wieland Homes and Neighborhoods reduces Help Desk calls, eliminates dependency on email attachments, and secures company data.

"With our previous large file transfer solution, it was awkward to set up accounts and manage permissions. With BDS we now simply add internal users to appropriate security groups and provide them with the web address. The result is a solution that is easier to manage, easier to use, and easier to secure." – David Cochran, CIO

Profile: John Wieland Homes and Neighborhoods

Since 1970, John Wieland has been designing award-winning homes in dynamic neighborhoods across the Southeast. Strong customer satisfaction and exceptional quality has earned the company more than 600 awards for excellence including Homebuilding's most coveted awards: America's Best Builder, National Builder of the Year, and the National Housing Quality Award. The company has 700 employees and manages over 60 neighborhood developments.

The Challenge

Since JW Homes develops property, they have three groups that constantly need to access, share and edit large files. The land development, architectural, and commercial construction departments routinely send large files such as plots of land and architectural drawings to internal colleagues, to outside consultants, and to their clients.

Since the company has a strict 10MB email attachment file size limit these documents cannot be sent via email. The documents, however, must be obtained immediately and frequently. The FTP process in place was not meeting their needs for more than one reason. First, the Help Desk was getting user calls about setting up new accounts on a regular basis for both internal and external users. Second, since the FTP services relied completely on Active Directory, each external user required the creation of a domain account, potentially exposing other data to outside access.

Given these difficulties, the company began looking for alternative solutions. They did not want to implement a traditional FTP site nor did they want to outsource this function due to the highly proprietary nature of the data being transferred.

The Solution

BDS had all of the features they were looking

for and solved their problems. BDS is a clientless, Web-based secure file transfer solution that enables enterprise-class large file transfer. Data transfer is secure, authenticated, and delivered directly from point-to-point. Integrated tracking and reporting capabilities provide a comprehensive audit trail.

Mr. Cochran, commenting on the product's functionality, says, "We wanted something that was straightforward to use and could look JW branded, [BDS] was the first product we implemented where we didn't have to have different addresses for internal and external usage."

The company's architectural, land development, and construction groups like the product so much that the IT Department has rolled it out to the company's legal and marketing departments as well. "BDS works so well that I would like to implement it for all file transfers – with BDS we could eliminate our dependence on email file attachments if we chose to," Mr. Cochran said.

About Biscom, Inc.

Biscom Delivery Server is a division of Biscom with a focus on secure file transfer solutions; it solves the security, compliance, and file attachment problems common with email and FTP. Since 1986, Biscom has been enabling enterprise document delivery and workflow solutions for Fortune 1000 companies.

BDS Benefits

- Send large files of any size or type
- NO proprietary hardware appliances required
- Securely transfer sensitive information
- Eliminate FTP servers
- Reduce email attachments
- Track and audit all files
- Platform neutral - Windows, Linux, and Solaris
- Three-tier Services Orientated Architecture (SOA)
- Web-based interface
- Easy to use - reduces Help Desk calls
- Comprehensive APIs to extend and integrate with your existing applications
- Scalable - integrate out of the box with your SAN or NAS
- 100% customizable - change the application to fit your corporate image