

Let Internal and External Users Exchange Data Securely without FTP

Key Drivers for Enterprises deploying LeapFILE's secure file transfer platform in lieu of FTP servers

- Total life time support and operating costs of FTP are too high
- Clients and partners are blocking FTP access due to security concerns
- Need a robust secure file transfer tool that also meets client and partner business processes

End User Needs

Send Large Files Without Learning FTP

Most users go to FTP because they need to send large files that email cannot handle. However, FTP can be a difficult technology to master and often requires extensive IT support and prolongs the time required in completing the information transfer.

```
psftp: no hostname specified; use "open host.name" to connect
psftp> open pain.com
login as: pain
pain@pain.com's password:
Remote working directory is /home/pain
psftp> ls
Listing directory /home/pain
drwxr-xr-x  19 pain   paingrp   4096 Oct 14 19:26 .
drwxr-xr-x 1255 root   root      36864 Oct 24 17:37 ..
-rw-r--r--   1 pain   paingrp     0 Nov 26  2001 .addressbook
-rw-r--r--   1 pain   paingrp  2285 Nov 26  2001 .addressbook.lu
-rw-r--r--   1 pain   paingrp  6035 Oct 24 18:09 .bash_history
-rw-r--r--   1 pain   paingrp   24 Jul 13  1994 .bash_logout
-rw-r--r--   1 pain   paingrp   220 Aug 23  1995 .bash_profile
-rw-r--r--   1 pain   paingrp   124 Aug 23  1995 .bashrc
-rw-r--r--   1 pain   paingrp     0 May  3  2005 .cshrc
drwx-----  2 pain   paingrp  4096 Nov 26  2001 .csh
-rw-r--r--   1 pain   paingrp   820 Jan 16  2006 .emacs
-rw-r--r--   1 pain   paingrp    53 May  3  2005 .mclog
-rw-r--r--   1 pain   paingrp  25656 Oct 14 19:26 .pine-debug1
-rw-r--r--   1 pain   paingrp  25730 Oct 14 09:04 .pine-debug2
-rw-r--r--   1 pain   paingrp  26251 Sep 27 18:29 .pine-debug3
-rw-r--r--   1 pain   paingrp  25834 Sep 27 13:10 .pine-debug4
-rw-r--r--   1 pain   paingrp  21188 Oct 14 09:04 .pinerc
-rw-r--r--   1 pain   paingrp   200 Oct 24 18:01 .redirect
```

A typical FTP user interface

FTP Reality Check

1. End users don't like FTP because it is hard to use
2. IT does not like FTP because it is very expensive to support
3. Clients and partners don't like FTP it requires additional software installation
4. LeapFILE is the only field proven hosted enterprise class file transfer solution that lets you do everything you need without FTP

Security and Privacy Protection

The little secret is that FTP transfers are "in plain text." While it can be encrypted using SSH or SSL, additional security requires client software installation for the sender, recipient, and the server. Good luck getting your clients and partners to install additional software.

No Waiting for Account Setup

Every user, internal and external, has to be set up with an FTP account for access. These requests need to be processed by the IT FTP administrator and can take several days if there is a backlog.

Automatic Sending and Receiving Notifications

There is no way of knowing if a file has been posted or retrieved via FTP unless the action was explicitly acknowledged through email or phone call. This is one of the most time consuming steps in most business processes that requires file transfer.

Selected Customers

- BDO Seidman
- Pension Benefit Guaranty Corp
- VeriSign
- NCR
- McCain Foods
- SPSS
- JWT International
- Mauldin & Jenkins
- Scientific American
- City of Los Angeles
- Intuit (UK)

Get the Right File to the Right Person

Because FTP is used mostly as a vault, there is no easy way of ensuring the right person getting the right file. So, sensitive files can be accessed by unintended users. Conversely, the right person may download the wrong file.

LeapFILE Addresses End User Needs

- Send and receive files and folders of any size
- End to end security and protection
- Ability to work with counterparts instantly
- Notifications and business process features
- Let the right person get the right file

IT Needs**No More FTP Account Administration**

To ensure security and compliance, each FTP user should have their individual FTP account. However, account administration such as keeping track of who has FTP access, granting FTP directory access, and removing old accounts, are all tasks that are tedious and thankless for IT administrators.

No More FTP Support for External Users

When sending files to external users using FTP, IT is often called in for trouble shooting and user support because it is difficult to use. This is a time consuming process because external user's IT infrastructure is unfamiliar.

No More File/Directory Cleanup

Since most users do not clean up the files and directories on the FTP server, the onus is on the IT administrator to decide how to clean up when the disk space is running low. The problem is IT administrators have no knowledge of which file to keep and which to delete.

Meet Security and Compliance Mandates

Proactive IT department is moving away from FTP for file transfer capabilities because conventional FTP is not secure and secured versions of FTP can require very high maintenance and support overhead.

LeapFILE Addresses IT Needs

- No FTP account administration
- No FTP support for internal and external users
- No periodic FTP server clean-up
- Achieve security and compliance goals with easy user buy-in

Easy to Use

- Familiar web-based standard interface
- No client software required
- Support files and folders of all sizes
- Streamlined transaction status notifications
- Centralized tracking and reporting
- Outlook plug-in integration

Enterprise-grade Control

- Manage user accounts
- Manage files/folders status
- Usage reports
- Event level visibility on all activities
- Comprehensive audit trail
- Directory Integration Service

Enterprise-grade Service

- 100% Network uptime service level agreement
- 99.99% Application uptime service level agreement
- Dedicated account team
- Dedicated support team

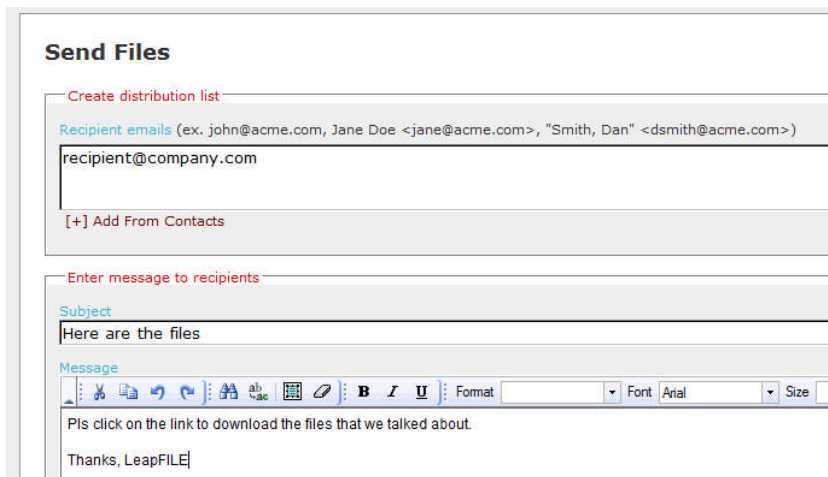
Executive Needs

Cost Effective Solution

While a conventional FTP solution is “free”, the total life time cost in IT support and transaction delays can be very expensive. Moreover, as an in-house solution, it can be difficult to achieve the same kind of sophisticated capabilities from a vendor providing a dedicated solution.

Security and Compliance Made Easy

FTP is not a secure or compliant protocol in today’s SOX, GLBA, and HIPAA mandates. While there are secure FTP protocols, it requires in-house implementation and cooperation from all the clients and partners to make it work.



LeapFILE's intuitive end user web interface design

Consistent and Professional Image

As an “information trading platform” FTP does not allow for a consistent and professional user interface needed for all external facing systems. This makes FTP a weak link for maintaining the corporate identity.

Easy User Adoption and Scalable Deployment

Users often find FTP difficult to master. IT loathes supporting FTP because it is time consuming and is not a core value-added mission. Simply put, FTP is not a scalable solution.

LeapFILE Addresses Executive Needs

- Turn on the system today and only pay for what you need
- Meet security and compliance mandates
- Provides different levels of branding option to meet your corporate identity needs
- Field-tested and best in class for user adoption and scalable deployment

Big Bang for Fewer Bucks

- Pay for what you use – no idled infrastructure at any time
- Supports a phased deployment approach – no need to commit the entire organization from day one
- Easy to scale up – adding more users is just a phone call away, no more infrastructure req approval
- No long term commitments

Enterprise-grade Security

- SAS 70 TYPE-II certified infrastructure
- Data storage (AES) and transmission (SSL) encryption
- User-level authentication
- Transaction-level authentication
- Files/Folders-level access control
- Audit trails logging time, IP, and user name for every event