PharmaSea Case Study

Overview

PharmaSea is a software development company that provides web-based solutions for hospitals, community pharmacies, medical clinics, and correctional healthcare centers. The firm leverages a team of in-house developers who are also healthcare professionals with broad industry knowledge to serve this highly specialized market. Since both the technology and medical sectors are constantly changing, PharmaSea's products continuously evolve to integrate new, customized features that help client organizations meet their objectives.

Challenge

PharmaSea was approached by a prospective client that expressed an interest in their medical dispensing application. However, this organization required that the application's databases and data transactions be protected in accordance with new government security guidelines and legislation. PharmaSea researched solutions to meet these specifications, and found that some encryption products could cost six figures in annual licensing fees—in addition to hardware costs that would make setup prohibitive. The software company needed a more affordable option that would allow them to capture new business with major clients and provide upgraded security to existing customers.

Solution

PharmaSea chose DbDefense from ActiveCrypt to ensure information in the databases associated with their applications was encrypted at rest and that data in transit between the server and client-side devices was encrypted according to TLS 1.2 protocol. Unlike competitor products, DbDefense offered a cost-effective licensing structure that would allow this software vendor to strengthen their business growth while meeting or exceeding all security requirements of their target customer base. The ActiveCrypt team was also able to add features at PharmaSea's request to fully meet their needs.

Key Benefits

- Easily integrates into existing applications
- Ensures compliance with the latest security requirements
- Licensing available at a fraction of the cost of competing products
- Superior customer service and responsiveness

Quote

"DbDefence has provided an excellent and affordable solution to enable us to securely encrypt databases associated with our software products, satisfying the legislative requirements with which our current and future clients are required to conform. The ease of software integration along with the outstanding level of customer service and responsiveness from ActiveCrypt support staff has made it an easy decision to utilize DbDefence as our encryption product of choice." — **Matthew Peers, Director of PharmaSea International**