

CIO in mid-sentence, talking to someone off-screen:

... The risk is maybe you don't get paid. Maybe you get sued—or worse. Our customers expect us to protect their personal information. Besides, we had to meet these 12 new security mandates by the end of this year or face higher costs. Not to mention fines.

The PCI Standard is comprehensive, but it's also ongoing. It's not like you get compliant once and forget it. We needed somebody who could (ticking off points) ... tell us how close we were ... show us what needed to be done to get there ... do the things we couldn't do in house ... and help us maintain compliance.

Today our processes for PCI are automated. And we've improved our overall security stance.

The funny thing is, when we started out, we saw the PCI mandates as a real problem. But in the end, it was a business opportunity: a forcing function to do things even better and save money in the process. Talk about managing risk. We're not just protecting our customers; we're protecting our business ...

And with these guys, we know it's for the long haul.

2:34 p.m.

Conference breakout session

***The Payment Card Industry (PCI)
Data Security Standard:***

- * *12 industry mandates*
- * *175 detailed requirements*

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