



# How Prairie Cloudware's PCI Partner Exceeded Expectations

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Never have a false  
sense of security.™

## Background

*Prairie Cloudware (PCW) is a startup company challenged with developing a secure, convenient and controlled mobile payment transaction solution that fits into the current payment industry network. In need of a security and compliance expert, Development Manager Bill Morrison sought out an experienced partner to help reach PCW's compliance and security goals.*

**"The entire SecurityMetrics team blew us away with their professionalism, speed and thoroughness! From the start, we knew we made the right choice to partner on our security challenge. They exceeded our expectations coming in under budget, ahead of schedule and provided top-quality support. We look forward to a long working relationship."**

### Bill Morrison

*Development Manager*

## Challenges You Faced With PCI Compliance

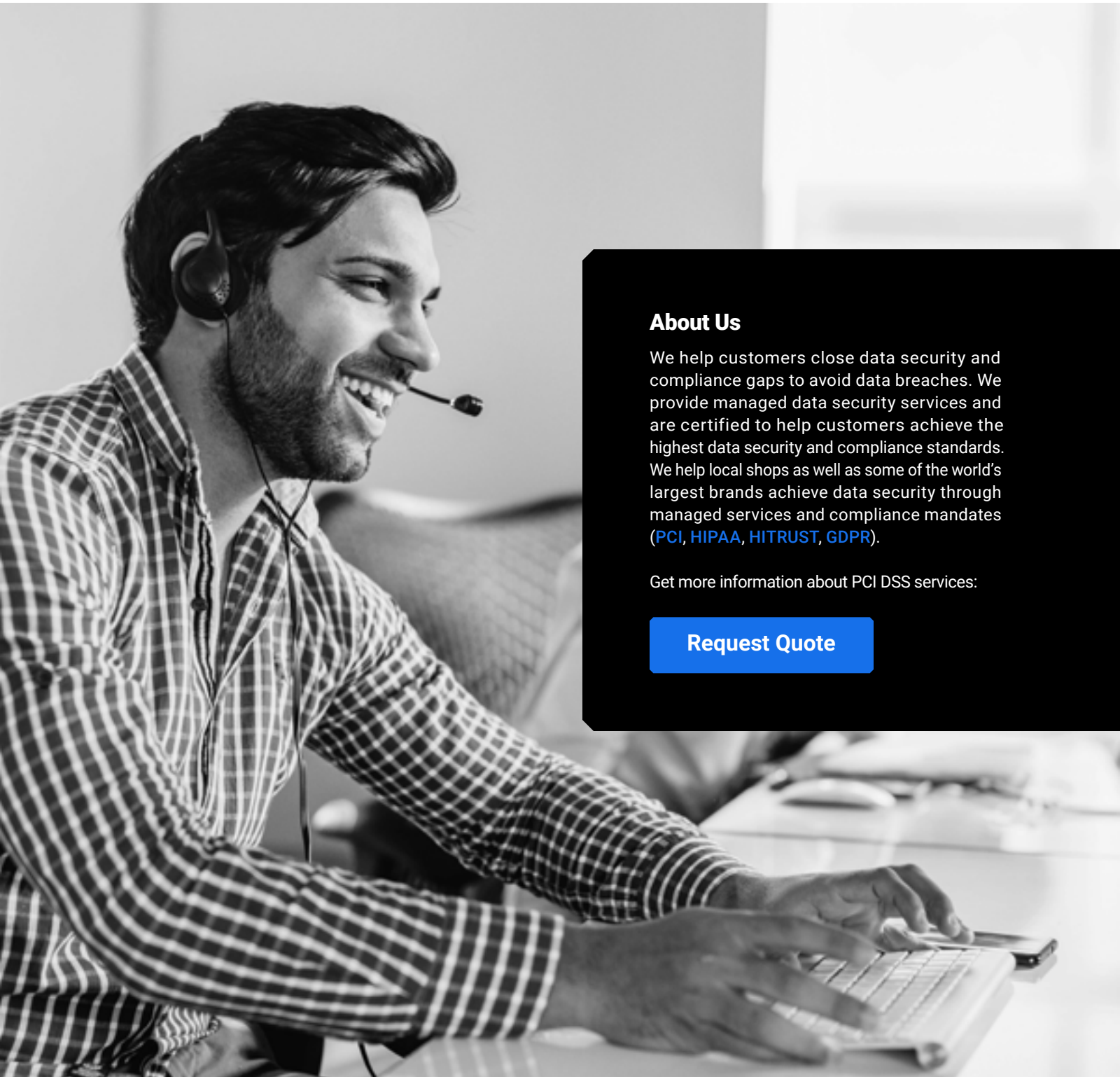
- Using data security as our primary tenant and business differentiator, PCW developed a solution built on technologies not commonly used in the financial services industry. PCW needed a QSA that didn't shy away from challenges and had experience working with start-ups utilizing new technologies.
- PCW required a reputable QSA organization. SecurityMetrics' experience with Amazon Web Services and cloud computing set them apart.
- As a start-up, time and cost greatly factored into the final decision made by PCW. SecurityMetrics provided aggressive estimates for time and price, as well as providing the confidence they could meet those estimates as long as PCW met their requirements as well

## Resolving Challenges With SecurityMetrics

- SecurityMetrics set out to understand PCW's unique needs by asking questions about its environment, technology, business goals and security direction. They gave accurate information, recommendations and estimates that were met and exceeded in all areas.
- SecurityMetrics exceeded expectations in all areas, including their outstanding reputation. The auditor was extremely thorough, professional and knowledgeable.
- SecurityMetrics penetration testing and procedural experts used industry leading best practices.
- The project time, final cost and high level of professionalism were all good matches for PCW.

## Goals Achieved Working With SecurityMetrics

- Achieved compliance in a cloud-based environment.
- Reached full compliance while staying in budget.
- Established the foundation and knowledge required to maintain compliance throughout the year.
- Elevated confidence in overall security posture.
- Built a relationship that can be leveraged in the future for PCI audits and quarterly penetration tests.



### About Us

We help customers close data security and compliance gaps to avoid data breaches. We provide managed data security services and are certified to help customers achieve the highest data security and compliance standards. We help local shops as well as some of the world's largest brands achieve data security through managed services and compliance mandates ([PCI](#), [HIPAA](#), [HITRUST](#), [GDPR](#)).

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