Alias protects its partner portal with VASCO’s hosted platform MYDIGIPASS.COM

Alias srl is an Italian distributor founded in 1993. For 20 years, they have searched and selected the best brands and solutions in the fields of storage and backup. Alias trains its resellers and provides them with specific know-how and innovative tools to meet their customers’ needs. Recently, they have expanded the partner portal to share confidential information with their resellers. As Alias is obviously well-informed about security issues, they wanted to protect their partner portal in the most secure way: with MYDIGIPASS.COM.

Alias can be described as a real VAD – a Value Added Distributor: it follows up and supports its resellers in every purchase step, from analyzing the project specifications with their customers to helping them in post-installation tasks. The distributor has an account of more than 1,500 active dealers. All these resellers have access to a partner portal. In this reserved area on the company website, private information is shared. The reseller base can purchase products and services, verify dedicated pricing, confirm quotations, access specific information and much more. The portal is thus the framework for the load of confidential data Alias shares with its resellers.

SWIFT AND SAFE

VASCO provides different possibilities to log on to MYDIGIPASS.COM: a DIGIPASS GO 6 one-button authentication device; a to-be-activated dormant DIGIPASS embedded on the Intel chips; DIGIPASS devices that contain an embedded second identity that can be activated for MYDIGIPASS.COM and DIGIPASS for Mobile, a downloadable application on the user’s smartphone. Out of these alternatives, Alias opted for the last named which they evaluated as the easiest and fastest option.

The major advantage was the DIGIPASS for Mobile’s QR code scanning support. With this authentication app, the user simply has to scan the QR code that is verified in the back-end and access is granted in a finger snip. Thanks to the single-sign-on functionality, the platform gives safe access to every application integrated on the portal. Through a launch pad, the user is quickly admitted to all his favorite websites, so there is no need to remember the exact URL, username and password.

The registration process only takes a few minutes. The user has to fill out name, company name, date of birth and e-mail address. Then, he has to download the DIGIPASS for Mobile application on his mobile phone and link it to his account. Plain and simple.

BENEFITS

The integration process passed off really straightforwardly, affirms Mr. Palumbo. “Our developers managed to fix the integration in only 5 days. Our portal is a really huge system with a front-end portal for the resellers and a back-end CRM system to manage the internal affairs (administration, logistic and commercial matters), with the integration of a mail client and VoIP recognition. In this whole system, MYDIGIPASS.COM got its spot. The 5 days were necessary to implement the MYDIGIPASS.COM button, to test the solution in the sandbox environment and to bring it into use.”

Mr Palumbo recognizes several advantages in using MYDIGIPASS.COM. “First of all, we are glad that we can protect our platform with an extra layer of security. As a Value Added Distributor focused on the security market, we want to set a good example to our partners. This means that the resellers…

THE SOUND OF INEVITABILITY

Messages about password hacking and confidential information theft are everyday fare. Not a day passes without another company being robbed of precious data. Password management is indeed a stumbling block for companies. They want to have their applications protected properly, but static passwords are no longer a good ally. The average Internet user has to remember different passwords for various accounts. To cope with this difficulty, he chooses evident passwords such as plain combinations like 12345, pet names or children’s names, or he writes his complex password down on a post-it, which nullifies the security effect.

Active in the IT sector for many years, Enzo Palumbo, Product Manager at Alias, realizes more than anybody else that better security measures are inevitable. “We are convinced that the use of static passwords will no longer be tenable. Permanent attacks and the growing importance of people’s digital lives impel us to search for a safer alternative. We believe strong authentication can offer the security we want.”

Therefore, Alias decided to implement MYDIGIPASS.COM. VASCO’s hosted consumer authentication platform that provides a convenient and secure login. Long lists passwords belong to the past, as access to this platform is only granted by one-time passwords (OTPs). These dynamic passwords only last for a limited period of time (32 seconds), which makes it useless for hackers to intercept them.
know that we are the right supplier to talk about security. Secondly, we added MYDIGIPASS.COM to show the solution to our resellers. Now, they use it themselves, so they experience themselves what the benefits of this solution are. They can then, for their part, demonstrate the effectiveness of VASCO’s strong authentication to their customers."

Alias already checked how the partners feel about using MYDIGIPASS.COM. “Most of them tell us how easy it is to use the MYDIGIPASS.COM login, especially with the QR scan option,” explains Enzo Palumbo. “They all agree it is a great opportunity to show the authentication platform to their customers as well, so that they too become aware of the effectiveness and advantages of this easy-to-use login platform.”

Objective
The Italian distributor Alias has launched a partner portal for their resellers containing confidential information which they wanted to have protected with two-factor authentication.

Challenge
Alias wanted to demonstrate the straightforward and easy solution, so that its resellers could experience personally that convenience and security can go hand in hand.

Solution
They opted for MYDIGIPASS.COM, a hosted authentication platform, and DIGIPASS for Mobile with QR scan option. Also the single-sign-on functionality makes the logging in process a piece of cake.