



**ENTRUST**



## Managed PKI Services

Most companies know the importance of a high-assurance PKI that will work for them today but also stand up to the rigors of the modern evolving business.

And if you, like most organizations, already have a Microsoft PKI, how do you know if a Managed Microsoft PKI solution is the best route? What makes a partnership with Entrust different? And how do you know if a Microsoft Managed PKI solution is the best route for you? The Entrust Managed Microsoft PKI Service is a cost-effective, secure way to control access to your network, applications and devices using trusted credentials.

But you don't need to take our word for it. Take a look at two high-level stories showcasing how a partnership with Entrust produced unique solutions with exceptional results.

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## Example 1: Grocer simplifies CA infrastructure with Entrust PKI solution

### Challenge

A high-end European grocer needed a better way to manage its digital certificates before a large-scale rollout to all corporate devices. The company leveraged Microsoft's Certificate Authority (CA), but it lacked the in-house skills to maintain the necessary controls and policy compliance. The company wanted more assurance and a firm policy on newly acquired CAs. The existing PKI guidance was uncoordinated, leaving them vulnerable to disruptions and cyber risks. Stronger security policy on mobile and point-of-sale (PoS) devices – and a desire to move infrastructure to the cloud – exacerbated this need for change.

### Solution

Entrust collaborated with the more than 80,000-person company to understand current and future needs as well as the existing processes and IT operational approach. The team proposed more than one tailored approach to ensure business value for the grocer. Entrust Managed Microsoft PKI Service in Azure allowed the grocer to securely capitalize on the benefits of the cloud, regain control, and ease the IT management burden.

### Results

- A strategic PKI platform under a single policy and control regime
- Customized PKI to accommodate current processes and infrastructure
- Significant reduction in cyber risk for both current and future certificate applications

### Why Entrust?

- Simple, cost-effective certificate management
- Secure, high-assurance cloud offering
- Flexible, BYOD-friendly environment

### What they love

- Technology-agnostic approach
- Expert strategy and management

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## Example 2: Motoring company rolls out strategic end-to-end PKI platform with Entrust

### Challenge

A 7,500-person European motoring association providing car insurance, driving lessons, breakdown coverage, loans, motoring advice, road maps, and other services needed a policy-driven PKI solution. The company had previously deployed a Microsoft CA, but it had limited resources to support the solution in-house. The procedures were not consistently followed and, as a result, the overall process was rapidly breaking down. They had also deployed a certificate discovery product to help identify certificates currently in circulation and had considered investing in certificate management from the same vendor. But they realized that adding another layer of management over a poor CA structure wouldn't solve the root problems. In an effort to reduce IT costs, the association had moved much of their IT infrastructure to the cloud – and they were hopeful that their PKI could follow the same delivery model without sacrificing security.

### Solution

The company knew that simply adding a CA management product over a poor CA structure wasn't the solution. They needed a partner with PKI operational experience and an agnostic approach to technology selection who could advise how to overhaul their current solution into a best-practice, policy-driven, controllable PKI. Following a series of workshops to understand business needs, Entrust advised the association on every aspect of PKI assurance, risk mitigation, and policy. The plan included

a well-thought-out migration of every legacy certificate into a strategic PKI platform in Azure. The resulting end-to-end PKI from Entrust brought everything back under control with robust policies and procedures to keep the solution healthy, reliable, and highly assured. Once the new solution went live, it became clear that choosing a CA management product would have been nothing more than an expensive short-term solution.

### Results

- Consistent certificate management policies and procedures
- High-assurance PKI delivered from Azure with FIPS 140-2 Level 3 HSMs for key storage
- Easy expansion to new requirements under a single trust model

### Why Entrust?

- PKI simplification and control strategy
- Policy-driven certificate management
- Cost-effective cloud offering

### What they love

- Customized, needs-driven solution
- Cyber threat reduction
- Single trust and operational model

# Managed PKI Services

 **Want to be a part of your own company's success story?**  
Contact one of our PKI experts to share your unique needs,  
and learn what proper PKI could do for your business.

## ABOUT ENTRUST CORPORATION

Entrust keeps the world moving safely by enabling trusted identities, payments and data protection. Today more than ever, people demand seamless, secure experiences, whether they're crossing borders, making a purchase, accessing e-government services, or logging into corporate networks. Entrust offers an unmatched breadth of digital security and credential issuance solutions at the very heart of all these interactions. With more than 2,500 colleagues, a network of global partners, and customers in over 150 countries, it's no wonder the world's most entrusted organizations trust us.

 Learn more at  
**[entrust.com](https://www.entrust.com)**    

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