

# InfoSec celebrates 10 years as a CA partner and premier mainframe solution and service provider.



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## Partner Profile

Name and Title: Robert Fake, President  
Company: InfoSec, Inc  
Location: Virginia, USA  
Employees: Five  
Business: Mainframe specialists  
Key Capabilities: Mainframe software and services  
Length of CA Partnership: 10 years

InfoSec was formed in 1998 as a mainframe security consulting firm. It provides high-quality mainframe software and services that help organizations increase operational efficiency, improve compliance and reduce costs. As a premier provider and reseller of CA mainframe software and services, InfoSec's President Robert Fake describes how the relationship began and why it has been so successful.

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**Q:** *How did you come to partner with CA?*

**A:** InfoSec has enjoyed a long relationship with CA providing high-quality, mainframe security-related services, and was recognized as a preferred service partner soon after its foundation.

InfoSec went on to develop a product called TASA (The Automated Security Administrator), which helped to clean the data stores for CA's mainframe security products CA Top Secret and CA ACF2™. In 2005, CA acquired that technology and re-branded it CA Cleanup and we became a reseller of that software.

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*Q: How has your relationship developed since then?*

*A:* InfoSec has now become a reseller of all of CA's mainframe software. We have also launched a new product called TSSadmin Express™, which is designed to support the work of CA Top Secret® administrators.

Our aim is to support CA by providing high-quality services for its mainframe solutions, reselling these solutions and developing software that supports CA's mainframe security suite.

Mainframe security and compliance are our core competencies, but we are continuing to expand InfoSec's capabilities in order to better support CA in more areas.

*“CA is a household name in IT and we benefit greatly from being able to promote and sell the CA brand. It is a mutually supportive relationship; the more business we can secure, the more profitable InfoSec and CA become.”*

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*Q: Which CA solutions do you currently work with?*

*A:* The solutions in our core competency area include; CA Top Secret, CA ACF2, CA Cleanup (the TASA product developed by InfoSec), CA Auditor, the CA DB2 option for CA Top Secret and CA Tape Encryption.

Although we specialize in mainframe security and compliance, we also have considerable experience in workload automation, output management and database management.

We are currently responsible for CA mainframe security conversion services in North America, for example, if customers want to migrate from a competitor product to CA Top Secret. This means that the organization could then become a potential client for our TSSadmin Express product.

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*Q: What are the main benefits of your partnership with CA?*

*A:* CA is a household name in IT and we benefit greatly from being able to promote and sell the CA brand. It is a mutually supportive relationship; the more business we can secure, the more profitable InfoSec and CA become.

We are seeing a trend where clients are moving back to using the mainframe as a central computing environment. We are able to respond to this need not only by providing services and solutions, but also by introducing clients to CA for other mainframe products, such as workload automation.

This means we can position an end-to-end solution, which not only benefits our clients but also our ability to compete in the mainframe market.

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*Q: Where do you expect your CA partnership to go from here? How do you see it developing?*

*A:* By focusing our efforts on promoting CA and its solutions, we hope to be able to secure more business for the company — particularly with regards to services.

Our aim is to be viewed as CA's number one 'go to' services organization by extending our services to other areas, for example, in systems programming, database administration, output management and workload management.

Having provided high-quality services for the past 10 years, we hope that CA will continue to have confidence in InfoSec. We place significant value on our relationship with CA, and look forward to continuing our position as its premier service provider in the mainframe security and compliance area and developing the relationship further.

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## About The CA Partner Program

CA's Partner Program allows companies with specialized skills to team up with CA and deliver solutions using their broad range of products. These companies benefit from CA's global organization and commitment to quality software development. **Better Results. Together.**

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