

## **Pinnacle Partners with VendorSafe Technologies**

*Providing clients a simplified, low-cost PCI-DSS Compliance solution*



**ARLINGTON, Texas, June 24, 2010** – Pinnacle Corporation, the leading automation technology and software supplier to the convenience store and petroleum industries, today announced a new partnership with Vendor Safe Technologies that will enable Pinnacle’s convenience store and fuel retailer customers to achieve Payment Card Interface (PCI-DSS) compliance standards quickly and easily.

Thousands of convenience stores and fuel retailers nationwide rely on Pinnacle as their single-source supplier for best-in-class products and services that automate store operations and heighten business efficiency. High transaction volumes and multiple access points make fuel pumps and convenience stores particularly vulnerable to credit card fraud, yet few of these organizations have secured their networks to the level defined by the PCI Security Standards Council. A credit card breach at an unprotected site could potentially put these stores out of business with card replacement fees, mandatory on-site security audits and non-compliance penalties.

“We are dedicated to assisting our clients in selecting services and tools to not only help them meet PCI-DSS compliance standards, but are even more focused in helping them remain compliant.” said Drew Mize, VP Product Management and Marketing at Pinnacle. “Finding additional partners that can bring convenience retail and petroleum industry experience into our clients’ organizations helps us meet this goal. The experience and knowledge that VendorSafe will deliver adds to the options that we are able to provide our clients and we look forward to the partnership.”

“With Vendor Safe’s Global Security Mesh™/ VPN, Pinnacle clients can secure sensitive credit card data while taking advantage of the included VPN (Virtual Private Network); these VPN capabilities will provide secure remote access to multi-site operators for real time reporting and other enterprise applications all for an affordable, fixed monthly fee,” said Bill Pickard, COO of Vendor Safe Technologies. “Our out-of-the-box, IT-friendly solution offers rapid installation, and requires no IP changes to LAN (Local Area Network) devices or to the WAN (Wide Area Network) – all without an onsite technician. We are delighted to partner with Pinnacle to simplify the complex process of PCI compliance for their clients while safeguarding them financially against data breach with our \$50,000 TrustVault™ Certificate.”

The Vendor Safe *PCI Managed Security Suite*™ addresses the three critical exposure areas of PCI compliance:

- **Network Security**, including firewall configuration, remote access, port limitation, public and private network segregation, zoning within the LAN, and encryption of card holder data;
- **Data Access**, including external file transfer, wireless access elements, and local and remote monitoring; and
- **Policies & Procedures**, including security policies, firewall setup and incident management.

For more information on any Pinnacle products or services, e-mail [tpcsolutions@pinncorp.com](mailto:tpcsolutions@pinncorp.com), call 1-800-366-1173, or visit the Pinnacle web site at [www.pinncorp.com](http://www.pinncorp.com).

### **About Pinnacle**

The Pinnacle Corporation ([www.pinncorp.com](http://www.pinncorp.com)) is the leader in the automation technology industry focusing on the rapidly evolving convenience store and petroleum industries. Pinnacle delivers products that automate the broad spectrum of convenience store operations and supply chain management of fuel operations. Nationwide, Pinnacle's products and services are used daily in thousands of convenience outlets to automate and improve their store operations and by fuel marketers to increase their efficiency in the complex management of fuel delivery.

Pinnacle is committed to solving key industry issues that make the greatest impact on an organization's success. Let us show you how our PA-DSS Compliant Palm POS and our Store and Home Office solutions can offer you streamlined efficiency and the data that matters, on time, every day. Our products include EPM Business Intelligence Suite and Enterprise Loyalty Suite. Make your business more profitable and efficient using the latest technology from a proven provider. Your choice is simple, pick Pinnacle!

### **About Vendor Safe Technologies**

For more than 20 years, Vendor Safe Technologies has developed, deployed, and supported innovative security technologies. The company's patent-pending Self Configuring Firewall Architecture™ and Global Security Mesh™/VPN enables PCI Level 2, 3 and 4 merchants to become PCI compliant within 30 days at the lowest total cost of deployment and lowest total cost of ownership. Vendor Safe solutions are secured by the superior defenses of firewalls from Juniper Networks. Learn more by visiting the Vendor Safe website at [www.vendorsafe.com](http://www.vendorsafe.com).

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