



CASE STUDY

Coral Commerce

Payment card industry business migrates to cloud, offering unique, adaptable single access service to customers whilst maintaining full compliance to the PCI DSS.



ENHALO

THE CORAL COMMERCE DIFFERENCE

We are very much a merchant-centric service, partnering with payment companies globally. We build and embed the checkout process and help merchants with ongoing improvements to prevent user journey challenges with explicit data insights.

HOW DID ENHALO ASSIST?

We built our original platform on SQL Server, a very standard Microsoft implementation, and a .Net environment. We thought we did a great job and then realized that we would have to port it to the cloud if we wanted to cater to a global market.

In conversations with ENHALO's Gerhard and Francois Conradie, it was evident that they quickly understood what we needed, particularly addressing our fears of moving to the cloud.

They initially became involved as the platform hosting partner for Coral Commerce, after which they engaged further to manage the system, network and migration of our database to AzureSQL.

We launched our start-up at the beginning of COVID in February 2020. No one really understood what was coming...

So, as we hit COVID, we had our industry certification (PCI DSS) process scheduled. It was a challenging and daunting undertaking, but ENHALO's measured approach and experience kept the stress levels at bay.

- ENHALO stepped up as our IT partners, co-managing the Coral Commerce audit for PCI DSS compliance.
- We had a software and operational team in place, but they acted as our in-house partners and specialists.
- Within six weeks, the audit was completed, and the certificate was issued at the end of July 2020.

“ENHALO becomes your friend in business, not just your supplier, and it makes a huge difference.”

— Johan de Lange – CCO – Coral Commerce

BACKGROUND

Coral Commerce specializes in online payments. We look after retailers that do business online, managing their digital payments.

Therefore, we are subject to the Data Industry Security Standard commonly referred to as PCI DSS. As we build customizable checkouts for digital businesses, we must ensure it remains compliant to this standard.



WHAT MAKES ENHALO DIFFERENT?

ENHALO becomes your friend in business, not just your supplier, and it makes a huge difference – anything from where we are, what we've done, where we need to improve, and all security and vulnerability checks

- Every quarter, vulnerability scans run on our systems and networks to ensure they can't be penetrated.
- ENHALO set this up in an automated fashion – the only thing I see on the executive side is reports showing any issues needing attention.
- It is a completely transparent and easy process, set up around the Azure service.

OVERALL WORKING EXPERIENCE WITH ENHALO

We have several projects with ENHALO and Coral Commerce customers where the skills mix has proven quite extraordinary with much focus on security, reliability, and resilience from the ENHALO team – which is their forte.

For us, it is all about software, things we like to build, things we want to try out, things we find exciting. These “things” will go nowhere without ENHALO steering and guiding us to ensure that our ideas have stability and a secure environment that can guarantee successful implementation.

ENHALO's service scalability and performance are fantastic!

“ We are looking forward to expanding as a worldwide payment gateway service provider in partnership with a global player.

— Johan de Lange – CCO – Coral Commerce

WHAT ABOUT THE FUTURE?

We need specialists when we talk to customers and suppliers, particularly banks or industry players like VISA or Mastercard. To have that skill at the table, talking about databases, Azure, or cloud technology, securing the payment environment – how it's done and why – is extremely valuable.

But even more exciting is the whole expansion factor.

ENHALO has gone global, and due to the way the platform, skills, and service have meshed with ours, it is almost natural for Coral Commerce to piggyback on whatever they are doing.



They know us and our systems well, so we can grow without changing suppliers. The constraints we have around our system capabilities have been removed because of our partnership with ENHALO.

We are therefore looking forward to expanding as a worldwide payment gateway service provider in partnership with a global player.

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