

# Auto Dealerships

## THE CHALLENGE:

## New Security Requirements



In 1999, Congress passed the [Gramm-Leach-Bliley Act \(GLBA\)](#) that established the 2002 Safeguards Rule. The [Safeguards Rule](#) gave the [Federal Trade Commission \(FTC\)](#) the power to oversee non-financial institutions that engage in financial transactions, including auto dealerships. Historically, the Safeguards Rule has been vague and offered flexibility in compliance without prescribing detailed requirements.

On October 27, 2021 the FTC announced changes to the Safeguards Rule in order to protect consumer data at non-banking financial institutions, including “motor vehicle dealers.” These new rules were published on December 9, 2021 and will require compliance by December 9, 2022. Some companies might already be familiar with these new regulations, as they are similar to the cybersecurity guidelines established by the [New York Department of Financial Services \(NYDFS\)](#) and the [California Consumer Privacy Act](#).

The most significant changes in this amendment include the expansion of the term “financial institution,” and new technology requirements. Specifically, the rule calls out multi-factor authentication, or MFA. This means that in addition to a username and password, users with access to consumer data will need another factor, such as a token, biometric, or application that can verify the user’s identity. While these changes can seem intimidating to understand and implement, Duo has extensive experience working with industries with complex security requirements, such as healthcare, education, and, of course, finance. Duo’s MFA solution can quickly and efficiently ensure your company’s compliance while also protecting your customer data.



## THE SOLUTION:

# Duo Multi-Factor Authentication

Duo's solution provides three key benefits to stay compliant without disrupting your business:

## 01

### Quickly Meet Compliance Deadlines

As a cloud-based solution, Duo easily integrates with your infrastructure and can be rolled out enterprise-wide. This includes out-of-box integrations for more than 200 applications and supports secure access to cloud-based, on-premises and custom applications, VPNs, servers and more.

Applications can be set up in minutes and Duo is often deployed in weeks, not months or years. Duo also scales to meet companies at their security needs, providing offline MFA, compliance-friendly reporting and logs, and the ability to add users and devices at any time.

Duo helps customers across industries comply with regulations to ensure their security strategy is in line with all relevant requirements.

## 02

### Ease of Use

The login process with Duo is designed to be simple for all users, without compromising productivity. Flexible authentication methods such as push notifications, tokens, biometrics and more allows users to choose the best fit for their workflow.

Duo's push solution allows employees to authenticate quickly and easily with one tap on an app using their smartphones, making security frictionless.

MFA can pair with your existing single-sign on (SSO) or Duo's SSO to create a consistent login experience across all applications and sync with directories to ensure policies stay current even as users change.

## 03

### Frustrate Hackers, Not Users

Duo helps protect every device and every application, allowing your users to continue working with the tools they love, anywhere, anytime.

When a user attempts to access a protected application or resource, Duo examines the device's health and security posture, and only permits secure access when all requirements are met. It works with both bring your own devices (BYOD) and managed devices.

Duo gives you the policies and control you need to limit access based on endpoint or user risk, without interrupting employees' ability to use the tools they need to get their job done.

"Duo has provided a perfect balance of security and end-user experience. It has enabled our users - resulting in low help desk calls and empowering us to focus on strategic projects."

**Jeff Smith**

Sr. Information Security Engineer

Sonic Automotive

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Start your free 30-day trial at [duo.com/trial](https://duo.com/trial).