Qualified Integrators and Resellers (QIR)™ Training

AMANO McGANN

THE COMPANY

Amano McGann
2699 Patton Road
Roseville, MN 55113

For more than 40 years, Amano Corporation has delivered innovative technology solutions for the parking and time and attendance markets in 16 countries. Amano McGann, a subsidiary of Amano Corporation develops parking software and manufactures equipment for revenue and access control to parking garages for a range of service sectors. They provide sales, installation and servicing, and technical support throughout the U.S. and Canada.

THE PRACTITIONER

Shane Andrie
• Information Security Analyst
• 2 years in current position

Shane began his career in Quality Assurance, using his networking background to develop and test operational scripts. In his role at Amano McGann, Shane assesses, plans, and implements security measures with a key focus on staying current on the latest compliance and security best practices.

THE OUTCOME

Amano McGann's customers are increasingly relying on us to securely install their payment application to support their PCI compliance efforts.

We become a resource for them – helping address the technical needs of compliance as well as providing detailed documentation that could potentially facilitate an external assessment.

Real Experience. Real Benefits.

No one tells our story better than our training participants themselves. Here's what Shane had to say…

Why did you choose to get training through the Council?

We view the PCI Council as a trusted resource, providing the best opportunity to boost our knowledge and reinforce our skills to deliver even better service to our customers, branches, and dealers. We saw the QIR program as a means to stand out from other installers, but more importantly, as a value-added benefit to our customers – a way to ensure best practices are being followed and provide a higher level of trust in the on-going work we perform for them.

How does the QIR training benefit you – and your company?

As a result of the knowledge gained in the QIR training course, I can better address our customers' needs, which translates into benefits such as trusted partnerships, long-term working relationships, and increased referrals for the company.

How will you apply what you learned in the training, on the job?

My role with my company has expanded. I continue to work closely with developers to provide secure software and hardware, and to provide support for branches and dealers. But as a QIR, I have extended my role into performing installs for our customers in a way which supports their PCI DSS compliance efforts. Customers want their PCI assessments to be as smooth as possible, and they are turning to qualified installers to help prepare them.

Do you find merchants seeking you out for secure installations?

Yes. Many of our customers are asking us to help them achieve and maintain a valid PCI environment. The QIR installation of a validated PA-DSS application delivers on that expectation.

Are you promoting your QIR credentials?

Actually the PCI website is doing that for us! Because our customers are familiar with the PCI Council, they know they can use the website as a resource for validating their PCI needs. And as such, we expect demand for our QIR installations to continue to increase over time.

Do you feel the training was worthwhile?

Yes. The training is quite affordable and if you're dealing in PA-DSS installations, the QIR program will definitely benefit your team.

Maximize Knowledge.
Minimize Risk.

PCI Security Standards Council ®