



# Achieving & Maintaining PCI Compliance in A Global Acquisition Model



# Agenda

- Who We Are
- PCI Compliance Across A Global Corporation
- Challenges With Mergers & Acquisitions
- The Importance of Partnerships
- Leveraging Economies of Scale
- Oversight for Ongoing Compliance

# Who We Are

# MARS

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- As a family-owned business, Mars has the ability to think in generations, rather than just business quarters and have our **Purpose** to guide us on our way
- Mars has over 150,000+ Associates and 2,500+ sites globally mixed of office, retail, factory, and veterinary health clinics
- Mars has multiple segments covering the different lines of business, including Mars Petcare, Mars Snacking, Mars Food & Nutrition

# PCI Compliance Across A Global Corporation

- The world we want tomorrow starts with how we do business today.
- Mars operates according to The Five Principles, which serves as the foundation of how we do business today and every day.
- The PCI team consist of five members, all holding PCIP and ISA certifications across Americas, Europe, and Asia-Pacific.



# Challenges with Mergers & Acquisitions



No standardization of environments



Multiple vendors



No consistent oversight



No dedicated compliance team



Acquiring an entity with ongoing active acquisitions



No dedicated IT resources



Turnover



Budgetary constraints

# The Importance of Partnerships

- **We leverage services from trusted partners:**
  - QSA Services for our Level 1 Merchants and Service Provider entities
  - Penetration testing
  - ASV Scanning
  - Banking
  - Payment Service Providers
  - Auditors
  - Legal counsel
  - Consultant firms for training in incident response and other activities
  - Managed Services, TPSPs



# Leveraging Economies of Scale

**Managed Services**

**Banking Partners**

**Compliance Tools**  
(CDE Tracking & System of record, ASV  
Scanning, and QSA Services)

**Payment Service Providers**

# Oversight for Ongoing Compliance

- **Activities and Services Provided:**
  - Security Awareness & Training
  - Ongoing Compliance Communications
  - Incident Response
  - ASV Scanning
  - Transitioning to PCI DSS v4.0





# Thank You

We are happy to answer any questions you might have! Please feel free to track us down during the community meeting, or reach out to us directly:

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