



THE
DATA
PROTECTION
COMPANY

SECURE^{THE} BREACH

Crypto as an IT service, Secure the Breach



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Regional Channel Sales Manager
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THE
DATA
PROTECTION
COMPANY



We protect the most money that moves in the world, \$1 trillion daily



We protect the most digital identities in the world



We protect the most classified information in the world



We are a Magic Quadrant Leader for Authentication

REVENUE

~\$330m

GLOBAL FOOTPRINT

+25,000 customers in 100 countries

EMPLOYEES

+1,400

550+ Crypto Engineers

ACCREDITED

Products certified to the highest security standard

130+ FIPS Certificates



Data Protection Global Customers

SafeNet delivers **comprehensive** data protection solutions for **persistent protection** of high value information.



DataProtection Global Customers

You manage the world's most sensitive, high-value data. Our mission is to protect it.



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PROTECT WHAT MATTERS. WHERE IT MATTERS.



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Breach Prevention



Last 3 years = 5,8% growth of IT budget spent on security;
~14% of total IT budget;

Forrester Research



Breaches pe

BREACHES ARE MULTIPLYING: YET SECURITY INDUSTRY RELIES ON SAME TECHNOLOGIES

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95% percent continue to invest in and employ the same data security strategies.

35% security professionals surveyed stated that their security investments are being deployed to the wrong technologies



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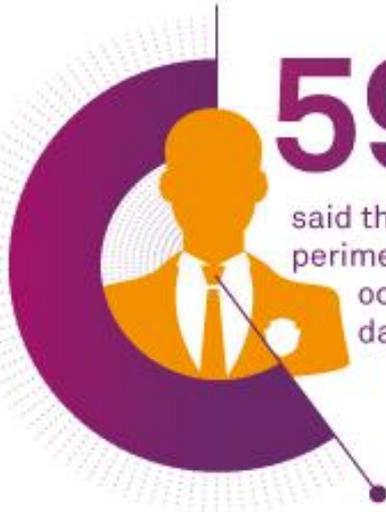


Breach Prevention to Breach Acceptance

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59%

said that if a network perimeter breach were to occur, their high-value data would not be safe.

IF A BREACH WERE TO OCCUR, HIGH VALUE DATA WOULD BE VULNERABLE

NEED TO MOVE TO BREACH ACCEPTANCE AND **SECURE THE BREACH**

would not entrust their personal data to their own networks



Secure the Breach

→ Devise strategies for moving your security controls closer to the data, so data remains secure even when your adversaries are inside the network perimeter.

1. Focus on the data itself. Identify, encrypt and control most sensitive and high-value data assets.
2. Understand where data lives (creation, storage) and apply encrypted Protection – so you ensure data is protected through its lifecycle and in all environments.

The end result is a Secure Breach environment where perimeter breaches have no actual impact on the encrypted data itself.



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Secure the Breach

3 steps to for enabling enterprise-scale Secure Breach environment:

1. Build a crypto foundation providing a trust anchor for the implementation of encryption enterprise-wide.

2. Implement enterprise key management to create and enforce policies during the life of a key and enable availability.

3. Create Encryption enforcement points that leverage the enterprise key management and crypto foundation



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1. Build a crypto foundation providing a trust anchor for the implementation of encryption enterprise-wide.



Luna SA



Luna SP



Luna PCI



Luna G5



PS Internal Express



ProtectServer
External



Luna EFT

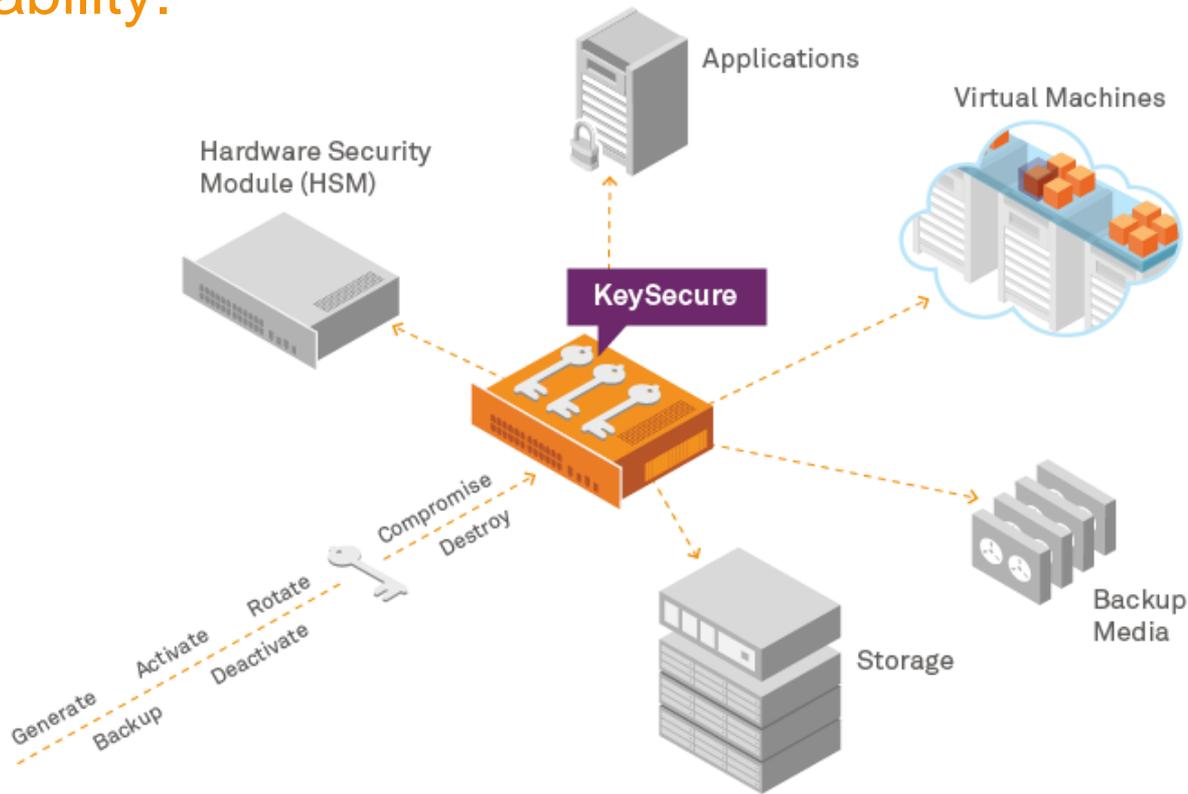


DataSecure



Secure the Breach

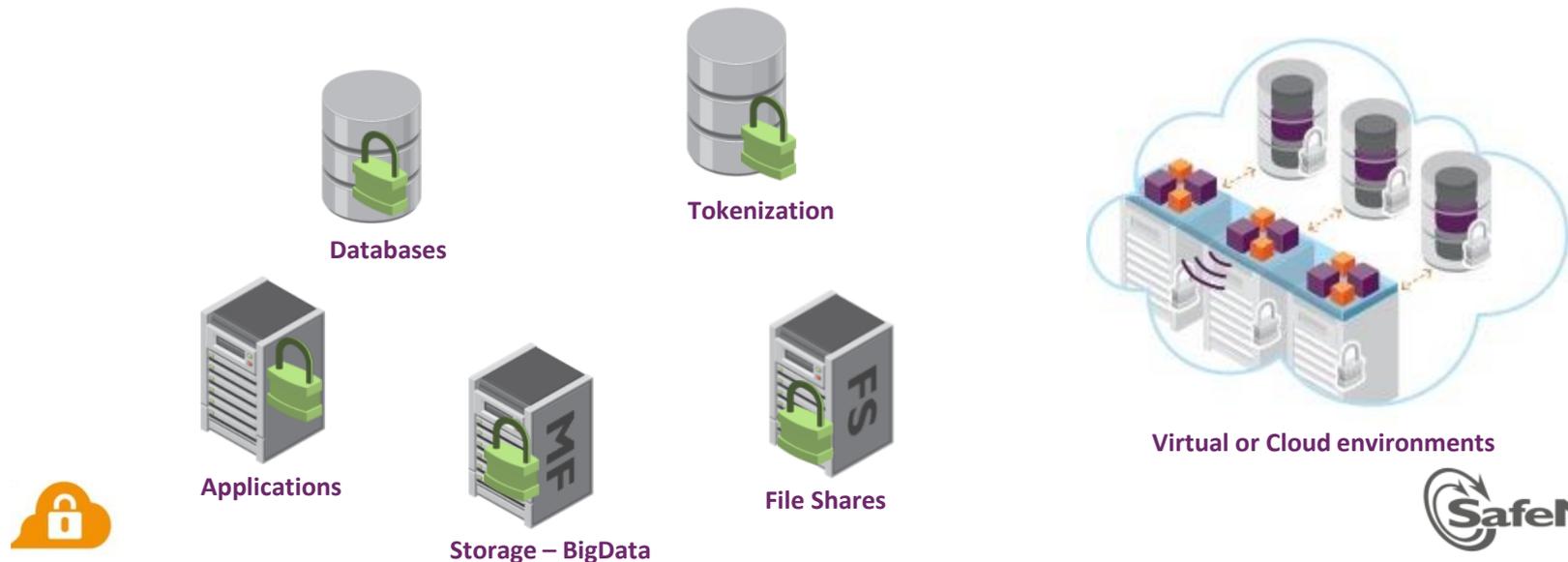
2. Implement enterprise key management to create and enforce policies during the life of a key and enable availability.



Secure the Breach

3. Create Encryption enforcement points that leverage the enterprise key management and crypto foundation, including native encryption functionality in applications as well as third-party encryption solutions.

Sample encryption enforcement points: applications, databases, files, storage, backup, servers, virtual machines, and communication methods, in locations ranging from traditional infrastructure to public clouds.



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Cryptography as an *IT Service*

