



DLP '08

How tools and solutions can help avoiding data loss and complying to legal requirements

Joerg Horn
Director Business Development

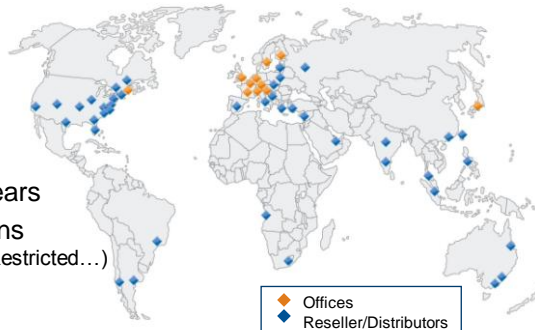


Utimaco Safeware

The Data Security Company.

Utimaco secures electronic assets in an insecure digital world

- ▶ Revenue 2007/2008: € 59.2 million
- ▶ Operating result (EBIT): € 10.9 million
- ▶ CAGR growth: 19.4% over past 3 fiscal years
- ▶ 320+ employees*
- ▶ Global presence
 - ◆ 12 subsidiaries
 - ◆ Strong partner network
- ▶ 6+ million Utimaco users
- ▶ Trusted company for 25 years
- ▶ Awarded major certifications (FIPS, Common Criteria, NATO Restricted...)



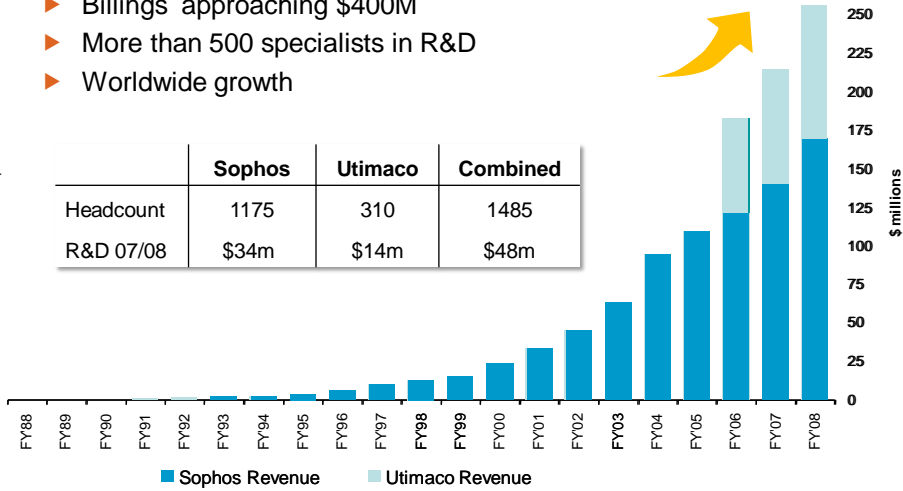
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* September 2008

Sophos Group – a Force to be Reckoned With

- ▶ Billings approaching \$400M
- ▶ More than 500 specialists in R&D
- ▶ Worldwide growth

	Sophos	Utimaco	Combined
Headcount	1175	310	1485
R&D 07/08	\$34m	\$14m	\$48m



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Utimaco Safeware

Core Business Areas

Information Protection and Control

- ▶ Software and hardware solutions for
 - ◆ Data encryption (full disk, files, e-mail)
 - ◆ Data Leakage Prevention (DLP)
 - ◆ Secure Authentication
- ▶ Primary Users:
 - ◆ Medium to Large Enterprises



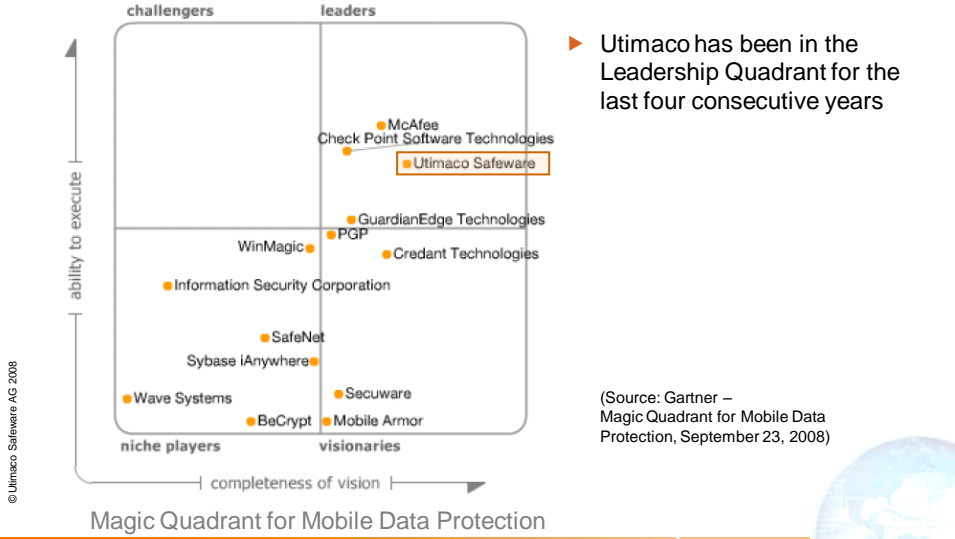
Securing your e – assets

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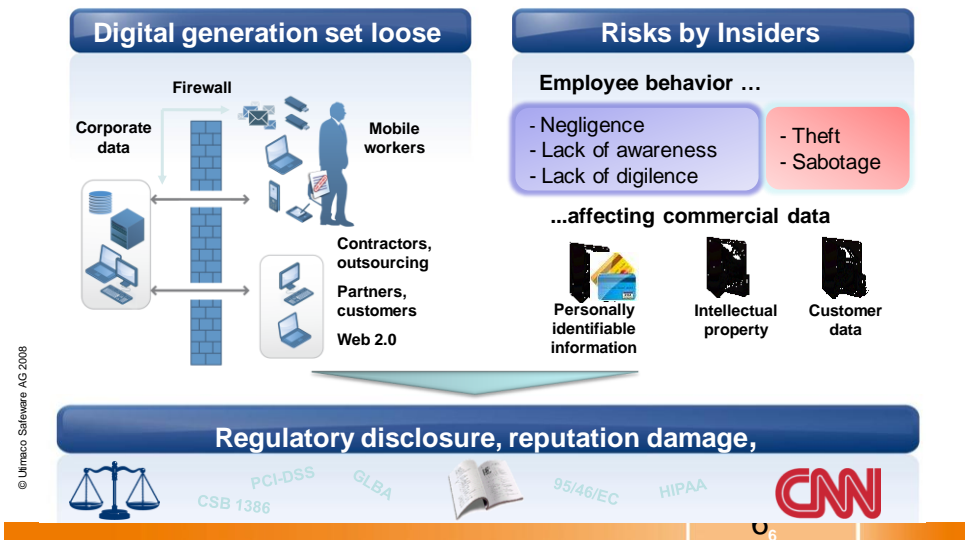
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Utimaco

Scores Highest for Completeness of Vision



The Data Protection Challenge



Avoid Headlines- Protection against Insiders & Outsiders

THE JOURNAL REPORT
Technology
THE DANGERS WITHIN
THE WEEK'S MOST IMPORTANT NEWS

The New York Times
HOME PAGE MY TIMES TODAY'S PAPER VIDEO MOST POPULAR TV

Georgia Patients' Records Exposed on Internet
By BRENDA GOODMAN
Published: April 11, 2008

ATLANTA — A company that provides health benefits for low-income residents of thousands of residents through the Internet for nearly seven years.

FT.COM
FINANCIAL TIMES
COMPANIES
Telecoms
FT Home Computer Telecoms

D Telekom loses personal data on 17m customers
By Chris Brink in Berlin
Published: October 5 2008 19:52 (Last updated: October 5 2008 19:52)

Deutsche Telekom was on Sunday hit by a fresh scandal over the way it handles confidential information after it admitted losing the personal details of 17m customers, the largest data theft to date in Germany.

BBC NEWS
Brown apologises for records loss
Prime Minister Gordon Brown has said he "profoundly regrets" the loss of 25 million child benefit records.

He apologised in the Commons for the "inconvenience and worries" caused and said the government was working to prevent the data being used for fraud.

Mr Brown said the government was not "complacent" about the losses.

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Data at Risk (Insiders)

Process Work

- Well-defined responsibilities
- Well-defined workflows
- Dealing with PII



Personally identifiable information



Customer data



Intellectual property

Knowledge Work

- Changing roles / assignments
- Unstructured data
- Company information assets

- Risks:
 - Non-compliance
 - Reputation damage

- Risk:
 - Competitive damage

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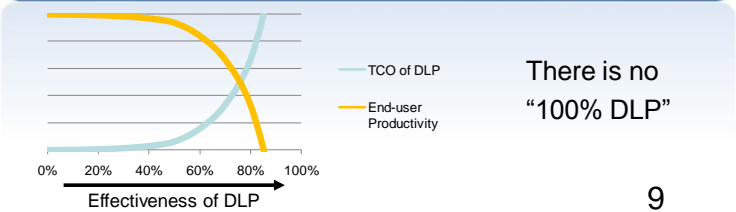
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Challenge of DLP

Business challenges

- Enable productivity, mobility and web 2.0 *and nevertheless*
- Comply with regulation
- Avoid damaging information loss

Conflicting Goals !



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Today's Challenges

Protection by Encryption



Regulation	Country	Topic	Encrypt
HIPAA Health Insurance Portability and Accountability Act	USA	Protection of patients data	X
GLBA Gramm-Leach-Bliley Act	USA	Protection of personal financial data	X
SB 1386 California Senate Bill 1386	CA, USA	Protection of personal data of residents in the state of California	X
PIPEDA Personal Information Protection and Electronic Documents Act	Canada	Protection of personal data in business relations	X
PIPL Personal Information Protection Law	Japan	Comparable to German data protection act	X
BDSG Bundesdatenschutzgesetz	Germany	Protection of personal data	X
DPA Data Protection Act	UK	Protection of personal data	X
95/46/EC European Union Directive	Europe	European data protection directive	X
SOX Sarbanes-Oxley Act	USA (worldwide)	Increased liability of companies concerning the presentation of business development	X
Basel II	Europe	Policies to control and mitigate operational risk. Optimization of risk management as necessary	X

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IPC / DLP with SafeGuard Enterprise



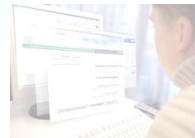
- ▶ Holistic approach to Information Protection & Control
- ▶ Integrated Security

> Protection against Outsider <

> Protection against Insider <

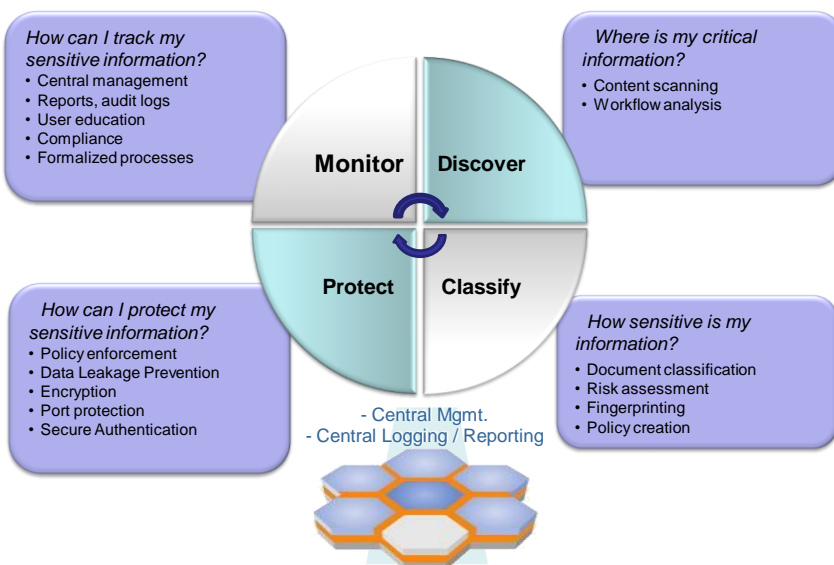
**“Love all,
trust a few!”**

William Shakespeare



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Utimaco's Information Protection Methodology



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SafeGuard Enterprise Delivering an Integrated Solution



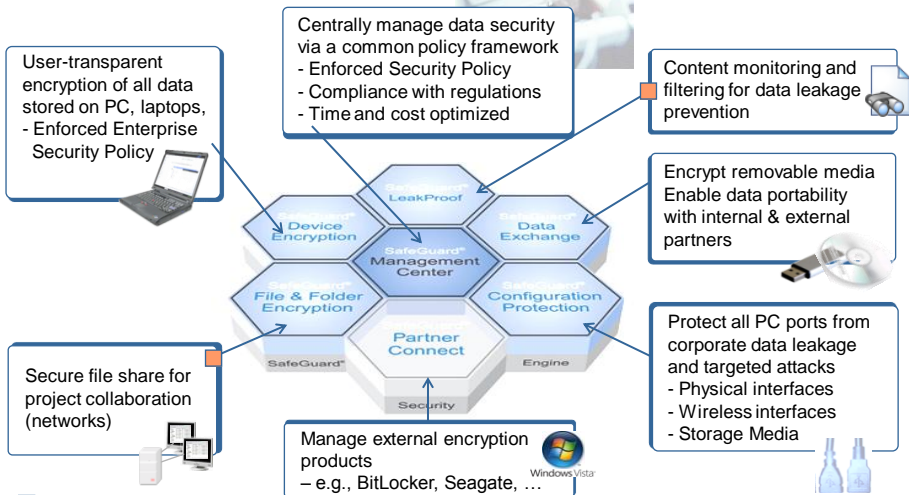
- ▶ A modular information protection control platform that enforces policy-based security for PCs and mobile devices across mixed environments – it is easy to use for the end user and is **centrally managed by a single console.**



The product has been designed and created by Utimaco on the basis of current standards and 25 years experience that it has gained in the area of IT security

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SafeGuard Enterprise Overview – Modules: Information Protection

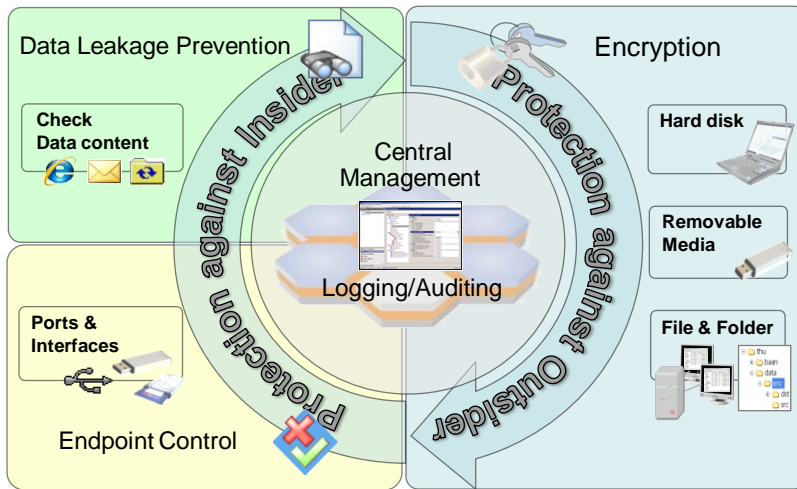


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■ = coming with V6.0

SafeGuard Enterprise

360° Information Protection & Control



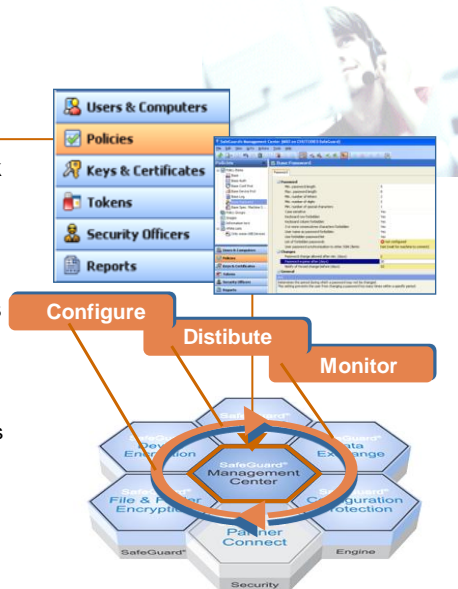
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SafeGuard Enterprise

Modules

SafeGuard Management Center

- ▶ Enforces a common policy framework
 - ◆ Granular policies (users, OUs or device types)
 - ◆ Interfaces with AD/LDAP (using existing infrastructure)
- ▶ Centrally manages keys & certificates
 - ◆ Create, exchange, backup keys
- ▶ Secures data in mixed environments
 - ◆ Windows 2000, XP, Vista
 - ◆ Manages external encryption solutions
- ▶ Role based administration
 - ◆ Hierarchies (4-eyes principle)
- ▶ Comprehensive logging/auditing
 - ◆ Fulfilling compliance requirements



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SafeGuard Enterprise Modules

SafeGuard Device Encryption

- ▶ Full disk encryption of all data (incl. OS)
 - ◆ Enforced Security Policy
 - ◆ Compliance: Comprehensive logging
 - ◆ User transparent encryption
 - ◆ No productivity impact
- ▶ Power on Authentication (POA)
 - ◆ Fingerprint Sign-On (Lenovo)
 - ◆ Flexible extendibility for smartcards
 - ◆ Single-Sign-On to OS
- ▶ Secure and simple emergency procedures
 - ◆ Challenge/Response for lost passwords
 - ◆ Support Rescue & Recovery (Lenovo)



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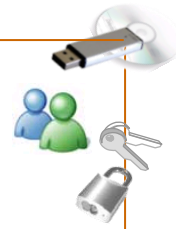


Central Administration

SafeGuard Enterprise Modules

SafeGuard Data Exchange (1/2)

- ▶ Transparent file encryption for all removable media
 - ◆ USB drives, external HDDs, memory cards, rewritable CDs/DVDs
- ▶ Transparent solution for internal data exchange in workgroup environments
 - ◆ Keyring concept centrally administrated



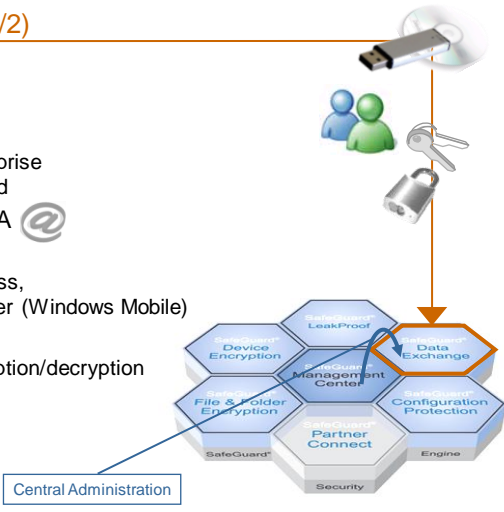
Central Administration

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SafeGuard Enterprise Modules

SafeGuard Data Exchange (2/2)

- ▶ Encrypted data transfer with external partners
 - ◆ Portable Reader:
 - Partner needs no SG Enterprise
 - Files protected via password
- ▶ Encryption of e-mails and PDA @
 - ◆ E-Mail-attachment
 - MS Outlook, Outlook Express, Lotus Notes, Pocket Explorer (Windows Mobile)
 - ◆ Use of Windows Explorer
 - Right mouse click for encryption/decryption



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SafeGuard Enterprise Modules

SafeGuard Configuration Protection

- ▶ Protection against corporate data leakage
 - ◆ Port Control
 - ◆ Device Control
 - ◆ WiFi, Bluetooth, IR Control
 - ◆ Support of Whitelists
- ▶ Restriction of data transfer
 - ◆ Based on device type or serial number
- ▶ Blocking
 - ◆ Keylogger, Hybrid networking



Physical Interfaces	Wireless Interfaces	Removable Storage
<ul style="list-style-type: none"> ◆ USB ◆ Fire Wire ◆ PCMCIA ◆ Serial ◆ Parallel 	<ul style="list-style-type: none"> ◆ WiFi ◆ Bluetooth ◆ Infra Red (IrDA) 	<ul style="list-style-type: none"> ◆ CD/DVDs ◆ Flash Drives ◆ Zip Drives ◆ Floppy Drives ◆ Tape Drives

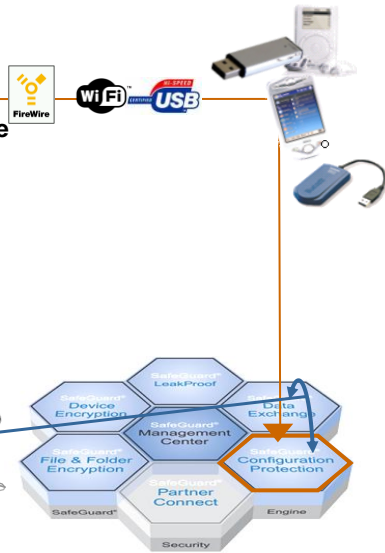


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SafeGuard Enterprise Modules

SafeGuard Configuration Protection

- ▶ **Protection against corporate data leakage**
 - ◆ Port Control
 - ◆ Device Control
 - ◆ WiFi, Bluetooth, IR Control
 - ◆ Support of Whitelists
- ▶ **Restriction of data transfer**
 - ◆ Based on device type or serial number
- ▶ **Blocking**
 - ◆ Keylogger, Hybrid networking
- ▶ **In combination with Data Exchange**
 - ◆ Unified policies for port protection and enforced enterprise-grade encryption



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SafeGuard Enterprise Modules

SafeGuard Configuration Protection

- ▶ End-user transparent with no change in work productivity
- ▶ User notification about violation of security policies
 - ◆ User Security Awareness – “On the fly”

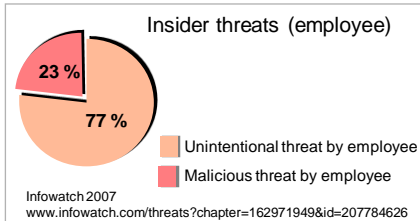


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SafeGuard Enterprise Modules

SafeGuard LeakProof

- ▶ Ensure that authorized users are able to access data, but prevent that data from leaving the company unprotected
- ▶ Addresses data threats by insiders who may not realize that their actions are putting data at risk



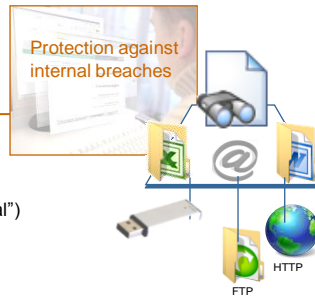
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(future module in SG Enterprise, currently covered by SG LeakProof (standalone))

SafeGuard Enterprise Modules

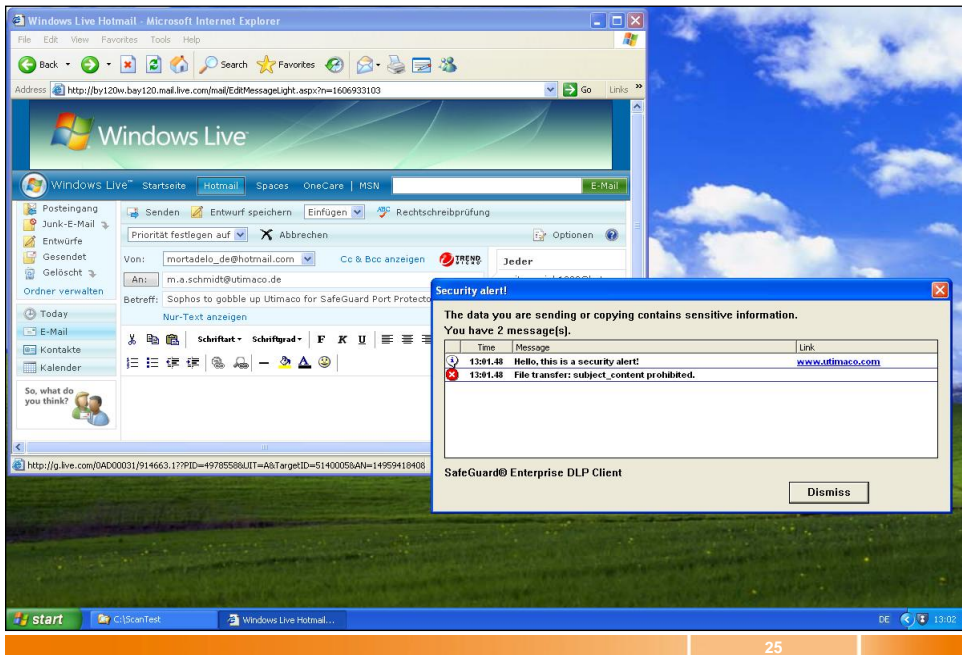
SafeGuard LeakProof

- ▶ **Classify sensitive data and scans all data operations in real time based on**
 - ◆ Sensitive keywords ("secret", "confidential")
 - ◆ Data structures (credit card numbers, ...)
 - ◆ Fingerprinted documents
- ▶ **Inspects file movements to**
 - ◆ USB devices, Bluetooth
 - ◆ Webmail, FTP, HTTP, IM, ...
- ▶ **Captures sensitive documents, and either**
 - ◆ Block the operation
 - ◆ Log the operation
 - ◆ Notify the user ("please be careful")
 - ◆ Let justify the operation



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(future module in SG Enterprise, currently covered by SG LeakProof (standalone))



Industries Most Concerned About DLP

	Privacy Regulations Personal data records (credit card, ssn, date of birth, etc.)	Governance & Liability Specific docs. (e.g. contracts, data of thirds)	IP & Confidential Unstructured info. related to subject topic area	Consumer Pressures Personal data records (credit card, ssn, date of birth, etc.)
Fin. Services	X	X	X	X
Retail	X	X	X	X
Entertainment	X		X	
High-Tech			X	
Health. & Ins.	X			X
Manufacturing			X	
Pharmaceuticals	X	X	X	
Energy		X	X	
Government	X	X	X	X

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Regular Expr.

Fingerprinting, Keywords

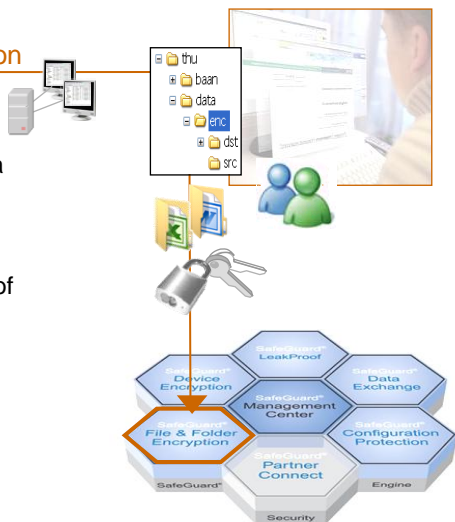
Linguistic classification

Regular Expr.

SafeGuard Enterprise Modules

SafeGuard File & Folder Encryption

- ▶ Encryption for workgroups, especially on the network
- ▶ Fine-granularity protection for data at runtime and on servers enables confidential data exchange with business partners
- ▶ More security through separation of powers between
 - ◆ System administrator
 - ◆ Security officers



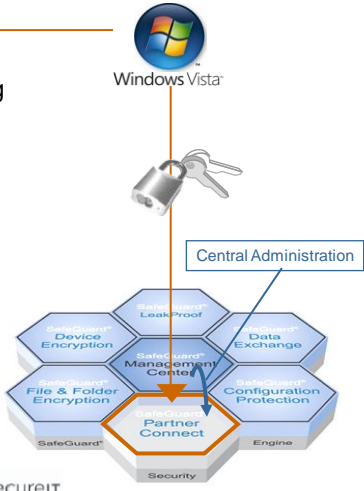
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(future module in SG Enterprise, currently covered by SG LAN Crypt)

SafeGuard Enterprise Modules

SafeGuard Partner Connect

- ▶ BitLocker - Support to enforce enterprise wide, consistent Security Policy for encrypting
 - ◆ Hard disks (all Vista, XP)
 - ◆ Removable media
- ▶ Central key management for
 - ◆ BitLocker (Vista)
 - ◆ Hard disks (all Vista, XP)
 - ◆ Removable media (Vista, XP)
- ▶ Simplifies compliance with regulations
 - ◆ Logging/Reporting



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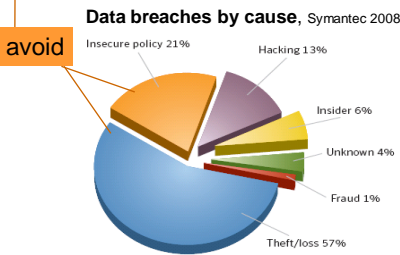
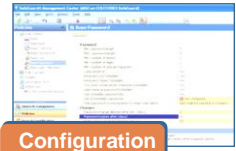
Utimaco: Microsoft „Gold Certified Partner“ and founding member of the SecureIT Alliance.

SafeGuard Enterprise

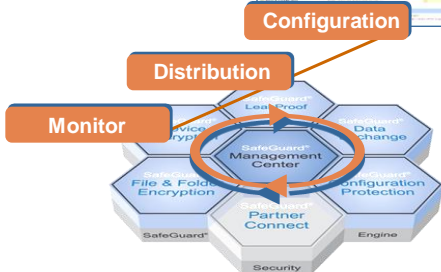
Key Messages

SafeGuard Management Center

- ▶ Central Implementation of enterprise wide Security Policy
- ▶ Use of existing infrastructure
- ▶ Easy distribution of policies
- ▶ Monitoring & auditing (compliance)
- ▶ Future oriented technology (TCO)



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... with minimal costs

Blue Chip Customers

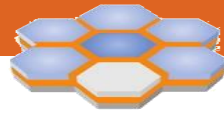
6 Million Users

Financial Services							
Healthcare							
Manufacturing							
Technology							
Telecomm.							
Services, Logistics							
Government							
Education							

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Thank You



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