VONTU

Security for a wide open world.

Steve Roop
Vice President, Products

Security for a Wide Open World

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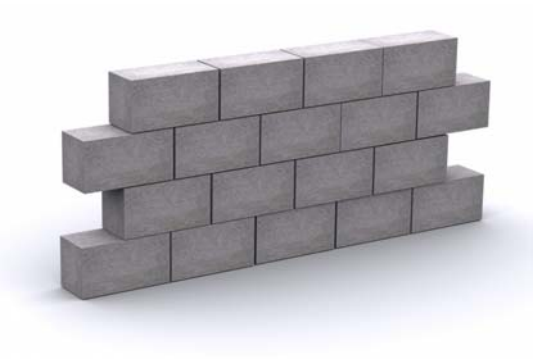
Data Security

Have you deployed?



Firewalls

Identity Management

Intrusion Detection

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Multiple Choice…

Worried about losing data??

A

B

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“IT’S THE ECONOMY, STUPID!”

James Carville

Political Strategist

President Clinton - 1992

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“IT’S THE DATA, … !”

Joseph Ansanelli

CEO and Co-Founder

2001

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Data Loss Prevention

Where is my confidential data **stored**?

Where is my confidential data being **sent**?

How is my confidential data being **used?**

How do I enforce my data loss **policies**?

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Data Loss **Statistics**

The Risk	**1:400 messages** contains confidential data
	1:50 network files is wrongly exposed
	4:5 companies lost data on **laptops**
	1:2 companies lost data on **USB drives**

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Data Loss Prevention **in a wide open world**

Business Partner Collaboration	Offshore Manufacturing	Reduce data proliferation

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Content-Aware Data Protection

Data-Centric Policy

Confidential Data Detection

- SSNs / Personally Identifiable Information
- Account balances
- Source code
- Quarterly earnings data
- New product design specifications
- Protected health information
- Classified national intelligence

Automate Data Protection

- Block email
- Block USB copy
- Encrypt message
- Encrypt file in-place
- Encrypt back-up files
- Quarantine mail
- Re-locate data
- Notify
- Classify
- Archive / Don't Archive
- Apply digital rights
- Move to 2nd tier storage

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Data-Centric Security Commandments

- Content must drive classification
- Protect users from foolish actions
- Security must travel with the data
- Enable data to be shared, securely
- Man shall not live by encryption alone
- Control access to the data, not just the container

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Impact of **Data Loss**

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Impact of **Data Loss**

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Do You Know Where Your Data Is?

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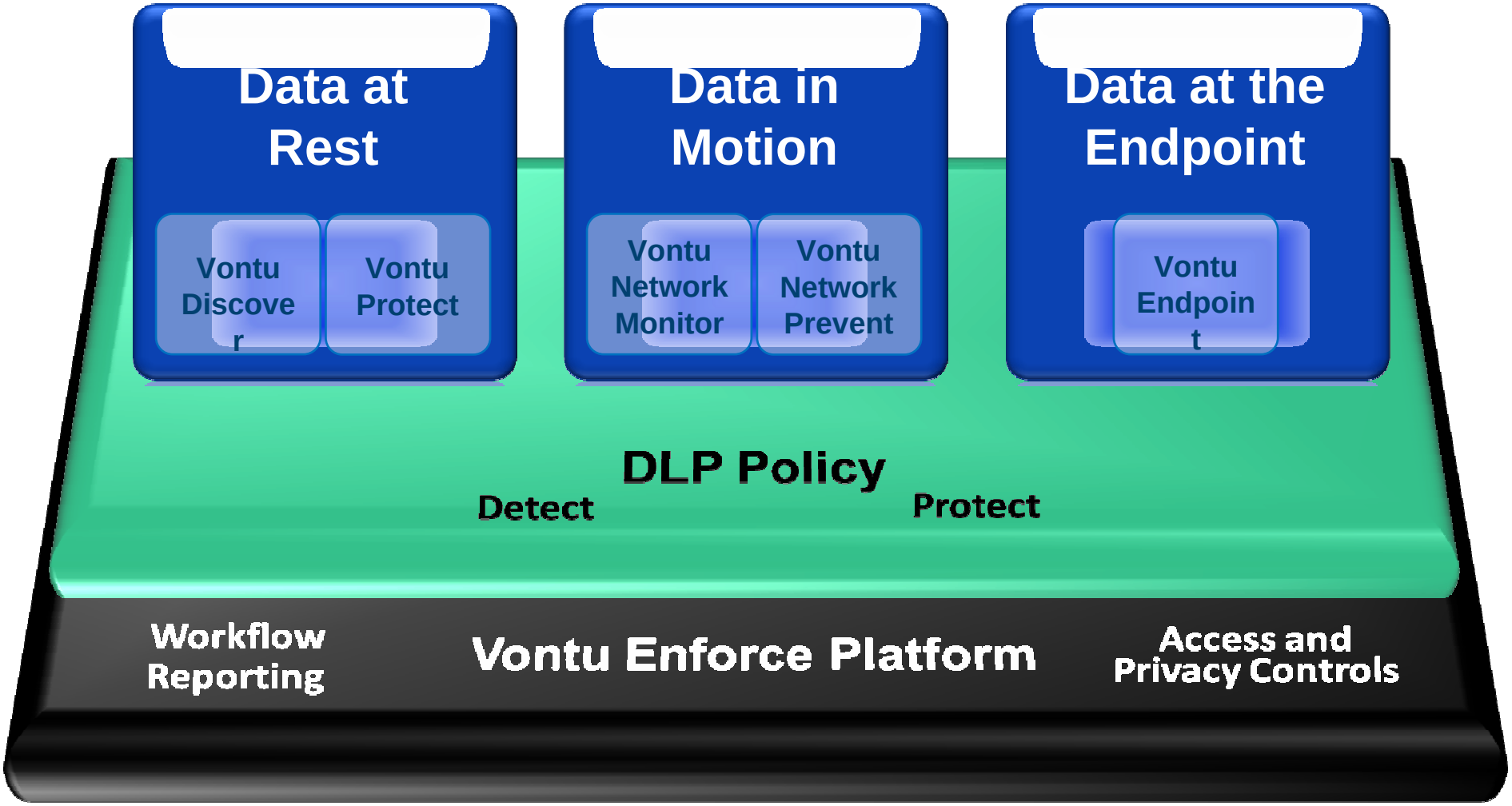
VONTU™

Thank You

Vontu **Data Loss Prevention 8**



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Vontu is the Choice of **Market Leaders**

CATERPILLAR®	Pitney Bowes	DOW CORNING	Honeywell	MOTOROLA
NetApp®	cadence	Finisar	VeriSign™	VISTO
DOLLAR GENERAL	CVS pharmacy	BIG LOTS!	BLOCKBUSTER	United Rentals
UnitedHealth Group	SHARP	CardinalHealth	Harvard Pilgrim HealthCare	UNIVERSITY of CALIFORNIA SAN DIEGO MEDICAL CENTER
AIG	THE HARTFORD	NEW YORK LIFE	Allstate.	PROGRESSIVE®
Merrill Lynch	Goldman Sachs	JPMorganChase	citigroup	Bank of America

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