



THALES

You Store It, We Protect It

Are you selling Dell, HPE, Nutanix, Hitachi, NetApp or Pure Storage?

Is your customer asking about data security, compliance or regulatory issues?

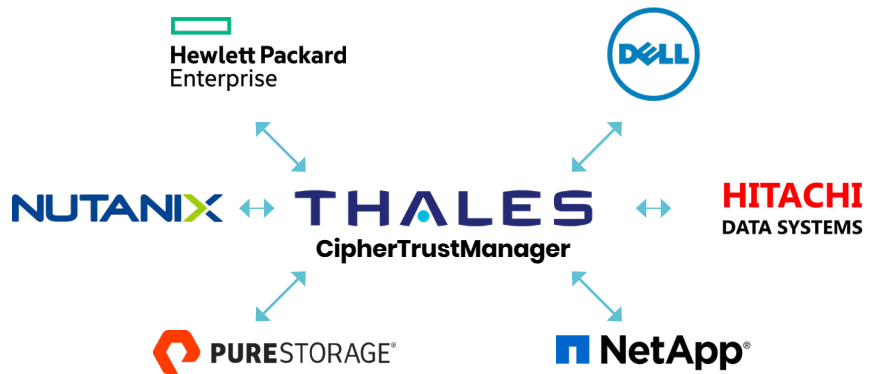
Example Use Case

Secure and protect sensitive data on your storage solution.

Meet compliance and regulations – FIPS, GDPR, SCHREMS II.

Protect sensitive information from unauthorised third parties.

Supports structured and unstructured data.



The Problem



01 Sensitive data continues to make it into a broader set of environments.



02 More stringent policy and regulatory mandates.



03 More sophisticated cyber-attacks.

Thales CipherTrust Data Security Platform offers the solution that enhances security around your storage solutions

The CipherTrust Platform is the No1 market leader for protecting sensitive data



Certified solution by storage vendors.



Increase compliance and auditability.



Plug and Play.



Improve security.

Competitor Analysis



Storage Vendor native encryption e.g. Nutanix LKM, Netapp Ontapp, Dell CloudLink

- Low cost/free option. Limited capabilities and not able to meet FIPS compliance. Point solution. Doesn't address multi-vendor and lack of integrations.

Hashicorp Vault

- Not aimed at enterprise businesses, aimed at developers.

Hytrust/Entrust

- Entry level point solution.

Common Objections



The cost is too high/no budget.

Cost of breaches are far higher in terms of price and reputation damage.



Got it built in to existing platform

Limited capabilities and not able to meet **FIPS compliance**.



Too complex to deploy

Plug and play with key storage vendors.
Certified with vendors.

Fast Facts

Gartner

There is a growing need to provide consistent implementation of encryption-based data access policies across different silos – Gartner.

\$3.86 M

average total cost of a data breach – Ponemon Institute.

57%

Only 57% of all sensitive data in the cloud is protected.

How Thales Can Help

- Increase your deal size
- Improve revenue & margin
- Retire your quota
- Increase stickiness with your customer
- Open the door to more opportunities

Contact Us



thales_uk@exclusive-networks.com
+44 (0)845 521 7217