

You Virtualise It, We Protect It

Are your customers using virtual machines?

How are they protecting the data?

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

Example Use Case

Supports VSphere 6x and 7.

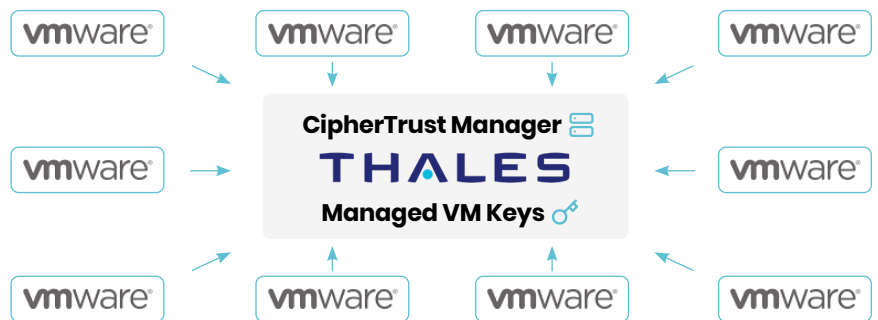
Protect and encrypt critical applications and sensitive data running on VMs.

Ensuring Enterprise Security Policy and Regulatory Compliance.

Protect against threats on data in hybrid on-premises and cloud environments.



Thales CipherTrust Data Security Platform offers the solution that enhances security for your VMWare.



The Problem



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



More stringent policy and regulatory mandates.



More sophisticated cyber-attacks.



Customers are deploying thousands of VMs without protection.

CipherTrust Platform is the No1 market leader for protecting sensitive data



Certified solution by VMware.



Thales' No.1 integration point.



Plug and Play.



Improve security.

Competitor Analysis

Hytrust/Entrust

Entry level point solution.

Fortanix

New entrant to market & no footprint in UK&I. Comparable solution but lacks integrations required for enterprise.

Hashicorp

Not aimed at enterprise businesses, aimed at developers.

Dell CloudLink

Lack of multivendor support.
Lack of protection at file, folder, application or database levels.

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 VMWare.

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



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