

THALES

Thales Helps Protect Data, Anywhere

Are your customers using cloud, VMs, Storage, Servers, Databases?

How are they protecting the data?

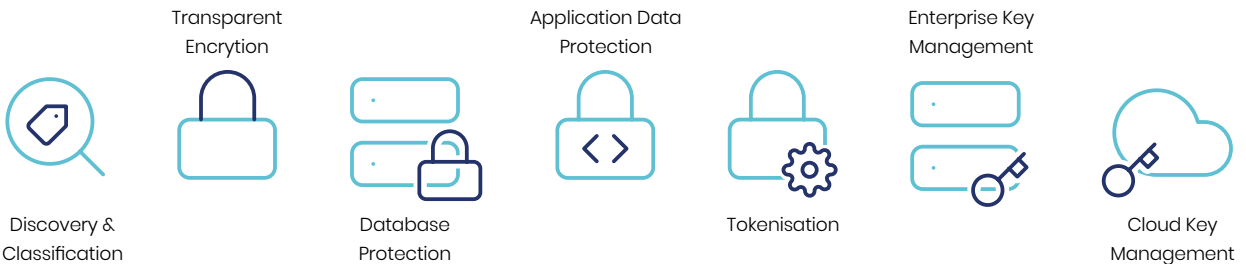
Are you talking to your customers about data security, compliance or regulatory issues?

Thales CipherTrust Data Security Platform offers the solution that enhances security for all your data environments.

Discovery

Encryption and Tokenisation

Key management



Recent Wins

Manufacturing Organisation-
securing cloud migration

Defence Company -
3rd party key manager for storage

Logistics Firm -
customer controlled cloud encryption

The Problem

- 01** Organisations now have large amounts of sensitive data that needs securing.
- 02** More stringent policy and regulatory mandates- GDPR, FIPS, PCI.
- 03** More sophisticated cyber-attacks.
- 04** Customers are concerned about ransomware & public disclosure of a breach.

CipherTrust Manager is the No1 market leader for protecting sensitive data



Certified solution by market leading vendors.



Thales has 400+ integration points.



Plug and Play.



Improve security.



Example Use Cases

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

Protect and encrypt critical applications and sensitive data

Ensuring Enterprise Security Policy and Regulatory Compliance

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 **400+ integration points**.

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.



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Competitor Analysis

Lack of knowledge

Customer doesn't understand the need for data protection or unaware of the risks.

Point Solutions

Silos of security, only able to address single use cases, higher TCO.

Native Encryption

No key management or no external/3rd party key management.

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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