Adapting Data Security in a Changing World

The operating paradigm in which business is conducted changes on almost a daily basis, yet the way we defend sensitive data within our business has remained static for nearly 3 decades. Facing a new reality that breaches are now inevitable, companies are looking for different ideas and tools to protect their data assets.

Westcon and Gemalto have partnered to provide businesses with solutions that can address many of the security challenges businesses face in today's fluid operating environment. By attaching encryption to the data, protecting and managing the keys for that encryption, and controlling access to that data, organizations can trust their data remains unintelligible in the event of a breach.

Westcon
Delivering Results Together

gemalto

SafeNet is Now Gemalto – New Name, Same Commitment

SafeNet and Gemalto have combined forces to create the worldwide leader in enterprise and banking security, protecting data from the core to the edge of the network.

Together we protect more data, transactions, and identities than any other company worldwide. More than 30,000 businesses and two billion people in more than 190 countries count on Gemalto security solutions. We support 3,000 financial institutions and secure more than 80% of the world's intra-bank fund transfers, and protect the world's leading software applications.

Questions for Prospective Customers

Uncovering the Need for Authentication

Gemalto's SafeNet Multi- Factor Authentication serves a vital function within any organization: securing access to corporate networks; protecting the identities of users; and ensuring that a user is who he claims to be.

Positioned as a Leader in Gartner's Magic Quadrant for Authentication, Gemalto meets evolving business requirements to address rising threats and reduce costs while securing the use of cloud applications and mobile devices.

- How do you assure that the people who are accessing your resources are who they say they are?
- Do your employees use passwords to access enterprise applications and resources?
- How do you prevent unauthorized access to your network with a remote or mobile workforce?
- How do remote users access your network and data?
- Is your authentication solution automated? The provisioning, management?
- Do your employees access corporate information in the cloud?

Uncovering the Need for Encryption

Gemalto' s SafeNet Enterprise Encryption Solutions deliver unmatched coverage, securing databases, applications, personal identifiable information (PII), and storage in the physical and virtual data center. Guarding against advanced threats -- while maintaining compliance – is difficult in a dynamic environment where data moves through virtual, cloud and mobile ecosystems. Organizations now need to look at using a data-centric approach to protecting sensitive information.

Gemalto offers the only complete enterprise encryption portfolio that provides persistent protection of sensitive data at all critical points in its lifecycle.

- What kinds of data are you storing? Is any of it sensitive?
- Are there compliance requirements for that data?
- What would happen if that data fell into the wrong hands?
- How much would it cost you?
- Would you be able to pass an audit?
- Can you prove that you've been in control of that data from inception to deletion?
- Do you know what/how individuals are accessing your different areas of data?

Uncovering the Need for HSM and Key Management

Gemalto's SafeNet Encryption and Key Management solutions enable businesses to protect and control sensitive data as it expands in volume, type and location. As data moves from the data center, through virtual environments, and to the cloud, Gemalto solutions improve compliance, governance, visibility and efficiency through centralized management and policy enforcement.

HSMs provide reliable protection for transactions, identities, and applications by securing cryptographic keys and provisioning encryption, decryption, authentication, and digital signing services.

Key Management allows organizations to centrally, efficiently, and securely manage cryptographic keys and policies—across the key management lifecycle and throughout the enterprise—in the cloud or on-premises.

- How are you protecting the data on your network?
- Where are your keys (SSL keys, encryption keys, crypto material) being held today?
- What would a security breach of your keys cost you?
- How are you demonstrating that your security in making you compliant?
- Are you migrating to a cloud (private/public/hybrid) and worried about ownership of your data?
- Do you have data in the cloud without knowing where your keys are?

Find out how to evolve your customer's data security to meet today's challenges.

For expert support, please contact Teague Dufresne, Westcon's Gemalto Product Sales Manager, at **303-566-2667** or Teague.Dufresne@westcon.com.