

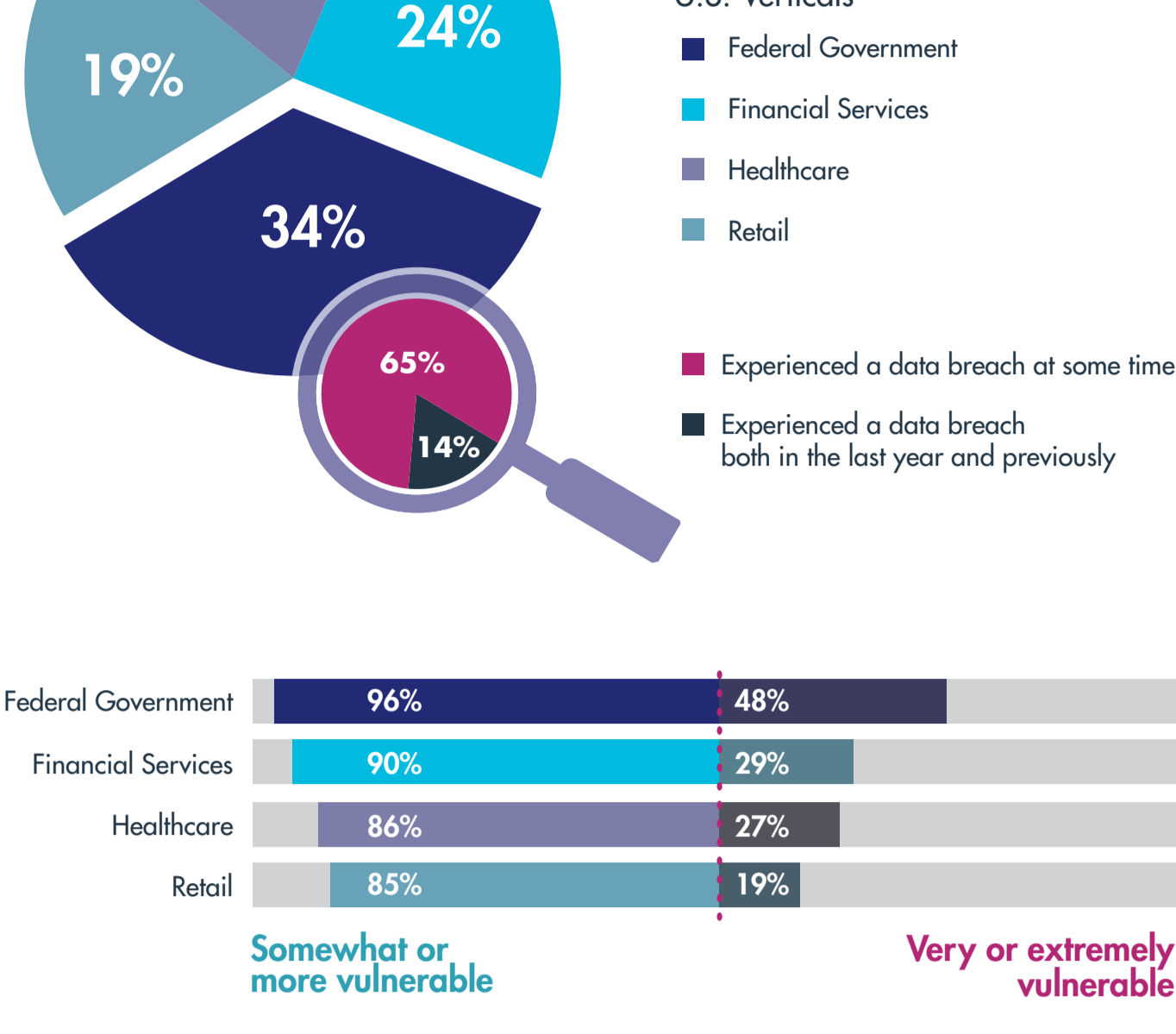
FEDERAL AGENCIES

LIFE IN THE DATA SECURITY BULLSEYE

"FEDERAL GOVERNMENTS AROUND THE WORLD ARE RACING TO BOOST DATA SECURITY AGAINST ODDS NOT GENERALLY FACED IN THE PRIVATE SECTOR TODAY... A 'PERFECT STORM' OF VERY OLD SYSTEMS, TIGHT BUDGETS AND BEING A PRIME CYBER-CRIME TARGET COMBINE TO CREATE A STRESSFUL ENVIRONMENT FOR THE U.S. FEDERAL GOVERNMENT."

—Garrett Bekker, 451 Research Principal Analyst, Information Security

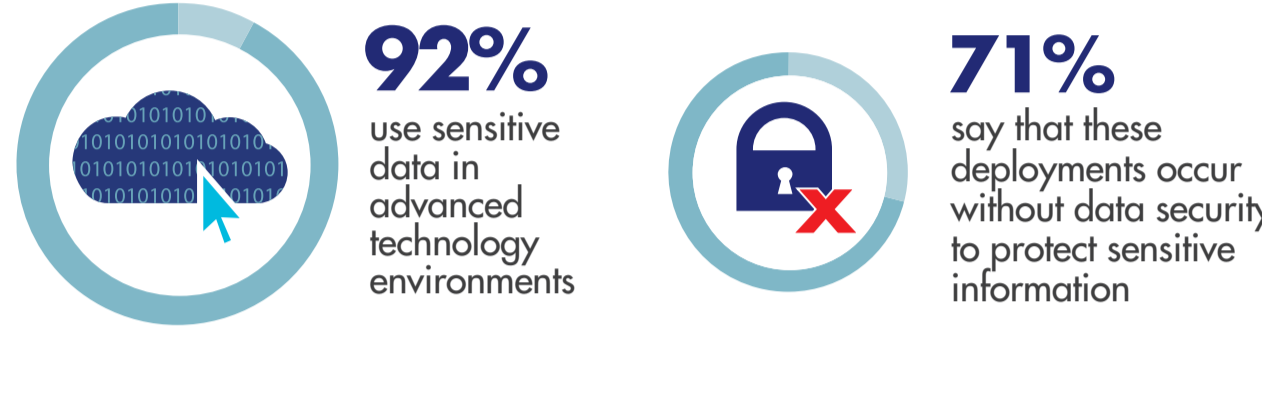
U.S. FEDERAL AGENCIES – MOST LIKELY TO BE BREACHED, FEEL MOST VULNERABLE



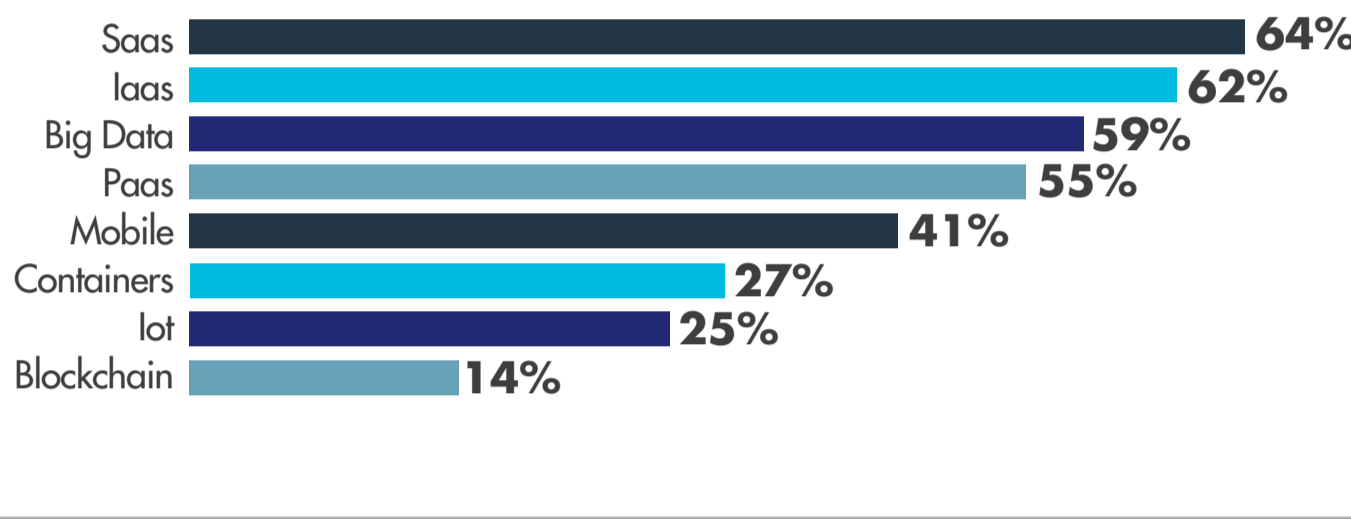
ADVANCED TECHNOLOGY USAGE ESCALATES – COMPOUNDING THE PROBLEM

"Cloud, Big Data, the Internet of Things (IoT) and increasingly container technology are all being actively embraced and collectively pack a potentially disruptive punch to the basic ground rules of venerable businesses."

—Garrett Bekker, 451 Research Principal Analyst, Information Security



U.S. Federal Rates of Sensitive Data Use by Environment Type:



MISPLACED IT SECURITY SPENDING INVESTMENTS

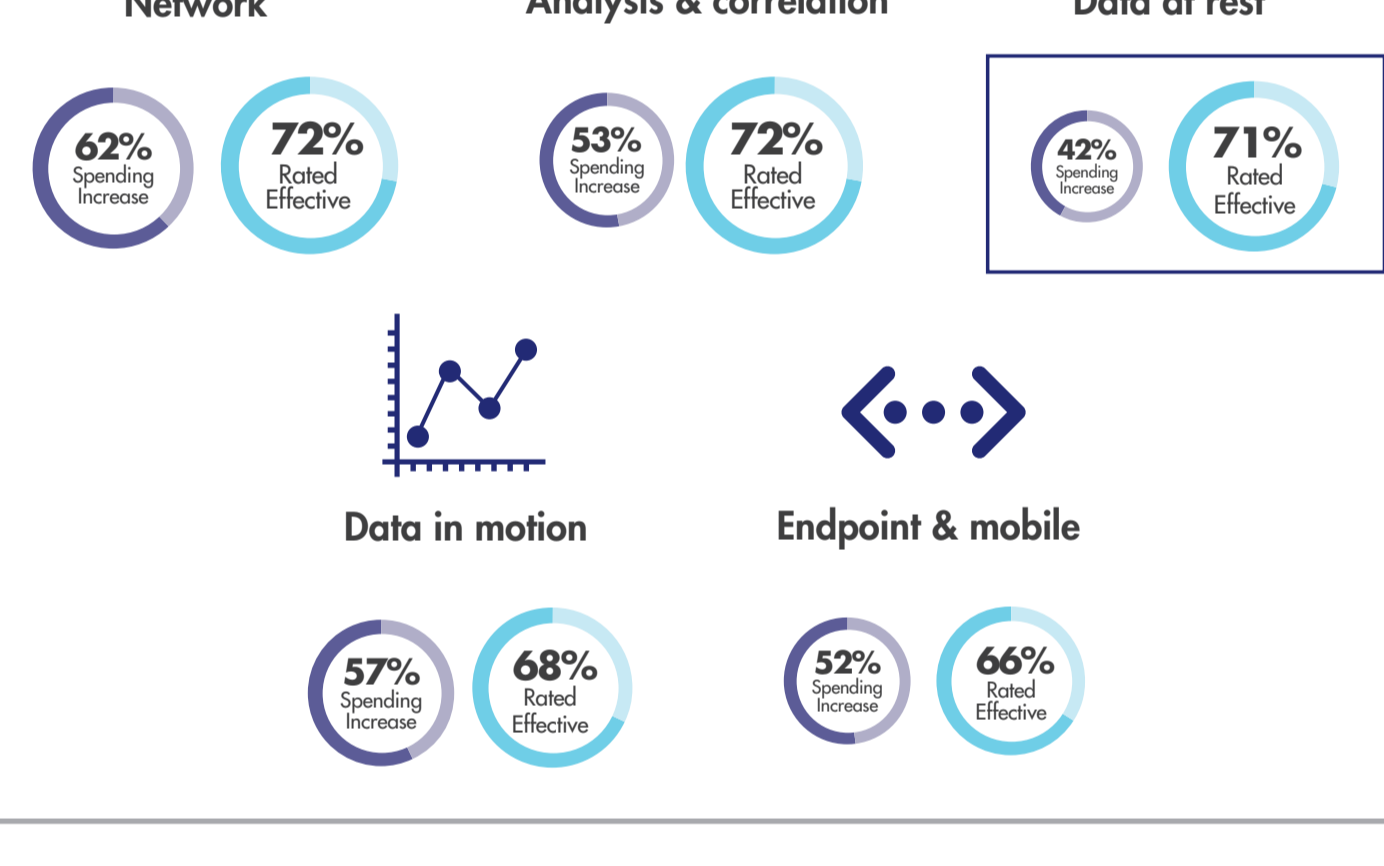
Investing less in data-at-rest security than technologies that are less effective at protecting data

"...organizations keep spending on the same solutions that worked for them in the past but aren't necessarily the most effective at stopping modern breaches."

—Garrett Bekker, 451 Research Principal Analyst, Information Security

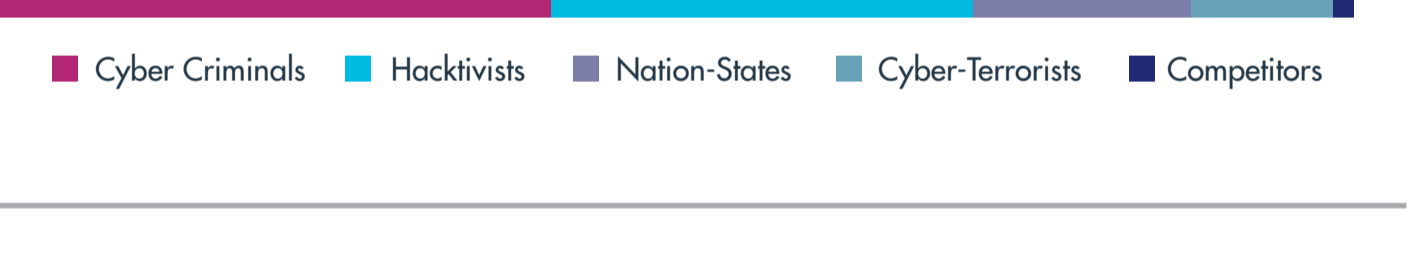


IT Security Defense Spending Increases and their Ratings of Effectiveness for Protecting Data:

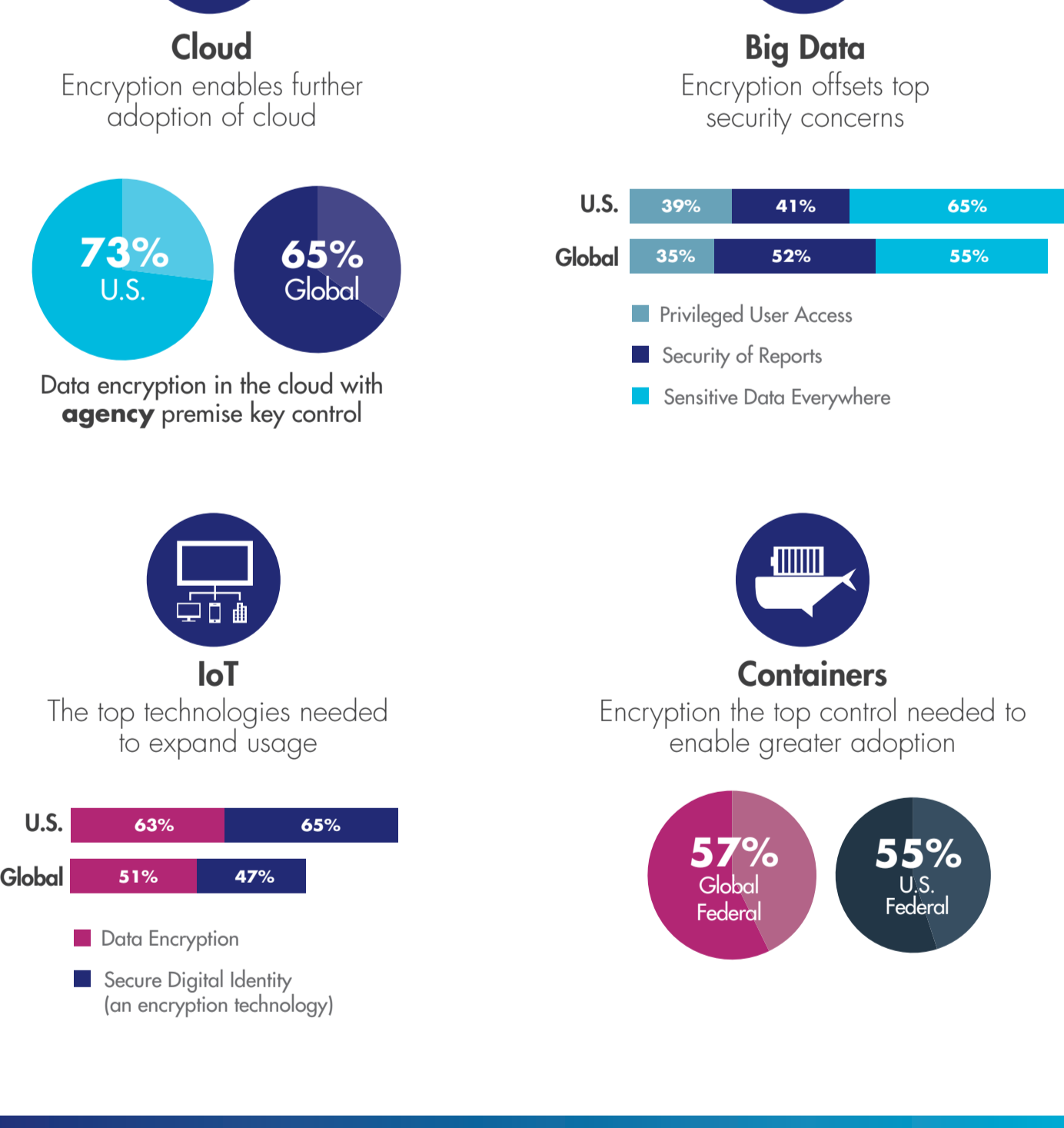


IN SPITE OF ALL THE FUROR AROUND NATION STATE HACKING, CYBER-CRIMINALS ARE THE TOP FEDERAL CONCERN

U.S. Federal Top External Threat Actor Solutions



GOOD NEWS – RECOGNITION THAT ENCRYPTION ENABLES DIGITAL TRANSFORMATION WITH ADVANCED TECHNOLOGIES



WHAT TO DO ABOUT IT

- #### 1 RE-PRIORITIZE YOUR IT SECURITY TOOL SET

 - Cloud and SaaS break legacy IT security models –** Data security with encryption and access controls across environments is required
 - Service-based solutions and platforms** that include automation are preferred for reduced costs and simplicity
- #### 2 DISCOVER AND CLASSIFY

Get a better handle on the location of sensitive data, particularly for Cloud, Big Data, Containers and IoT
- #### 3 DON'T JUST CHECK OFF THE COMPLIANCE BOX

Move beyond compliance to greater use of encryption and BYOK, especially for cloud and other advanced technology environments
- #### 4 ENCRYPTION AND ACCESS CONTROL

Encryption needs to move beyond laptops and desktops

 - Data center:** File and application level encryption and access controls
 - Cloud:** Encrypt and manage keys locally, BYOK enables safe SaaS, PaaS and IaaS
 - Big Data:** Encryption and access control within the environment
 - Containers:** Encrypt and control access to data – within containers and underlying storage
 - IoT:** Use secure device ID and authentication, as well as encryption of data at rest on devices, back end systems and in transit to limit data threats

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