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Building and Preserving Wealth Since 1931

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Abstract – Data Protection and Regulation

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BUSINESS. TECHNOLOGY.
ONE WEEK. ONE PLACE.

Business Challenges

- Risk of losing trade secrets
- Risk of losing confidential client information
- Poor performance and poor key escrow in traditional hardware/software or library based encryption
- HIPAA, PIPEDA, PCI-DSS, GLB, SOX, document destruction
- State data breach laws (SB1386)
- Key management

State Data Breach Laws

- 36 states have signed, with 34 of them already effective
- Laws require companies who lose customers' personal information to notify the affected clients
- *Most have provisions to exclude encrypted data*

Ponemon/White and Case National Survey on Data Breach Notification

- 19% of consumers who received notifications have terminated their relationship with the breached company, or plan to do so
- 40% were considering moving their business
- 58% felt loss of confidence
- 4% retained lawyers

Risk of a Data Breach

- 100M+ consumers notified of breaches since early 2005
 - 9M+ from missing backup tapes
- \$5M average breach cost
 - \$182 per user

***YOUR
NAME
HERE ?***

Sensitive Data:

- **B2C – Credit Card, SSN, PHI**
- **B2B - Financial**
- **Employee / personnel**
- **Intellectual Property**



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Data-At-Rest Encryption Momentum

Encryption isn't the only issue; key management is equally important



Stolen Keys 2007

Best Practice 2006

PCI 2005

Bank of America 2005

SB 1386 2003

HIPAA 1996

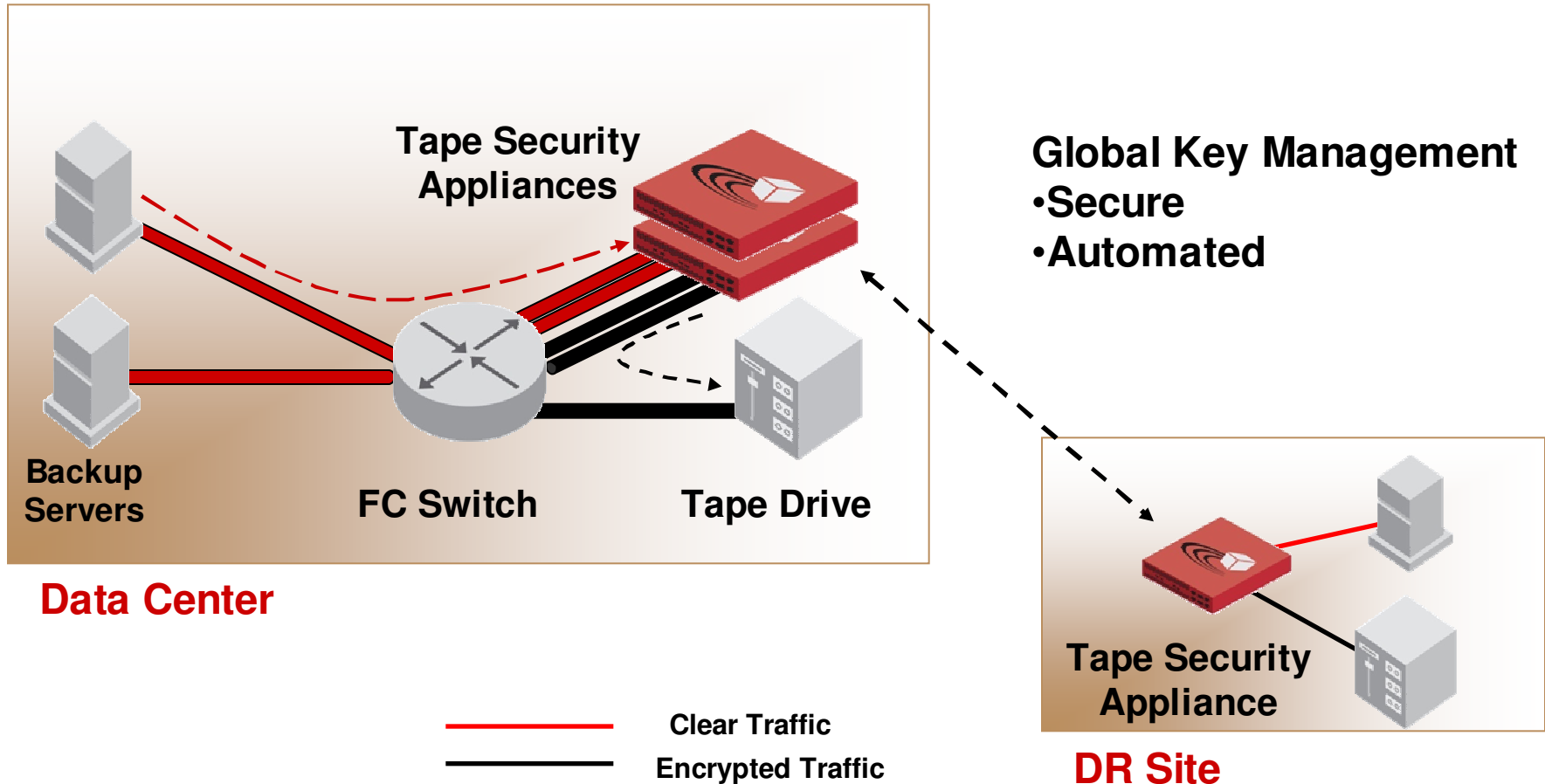
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The Technology

Appliance-based Backup Encryption

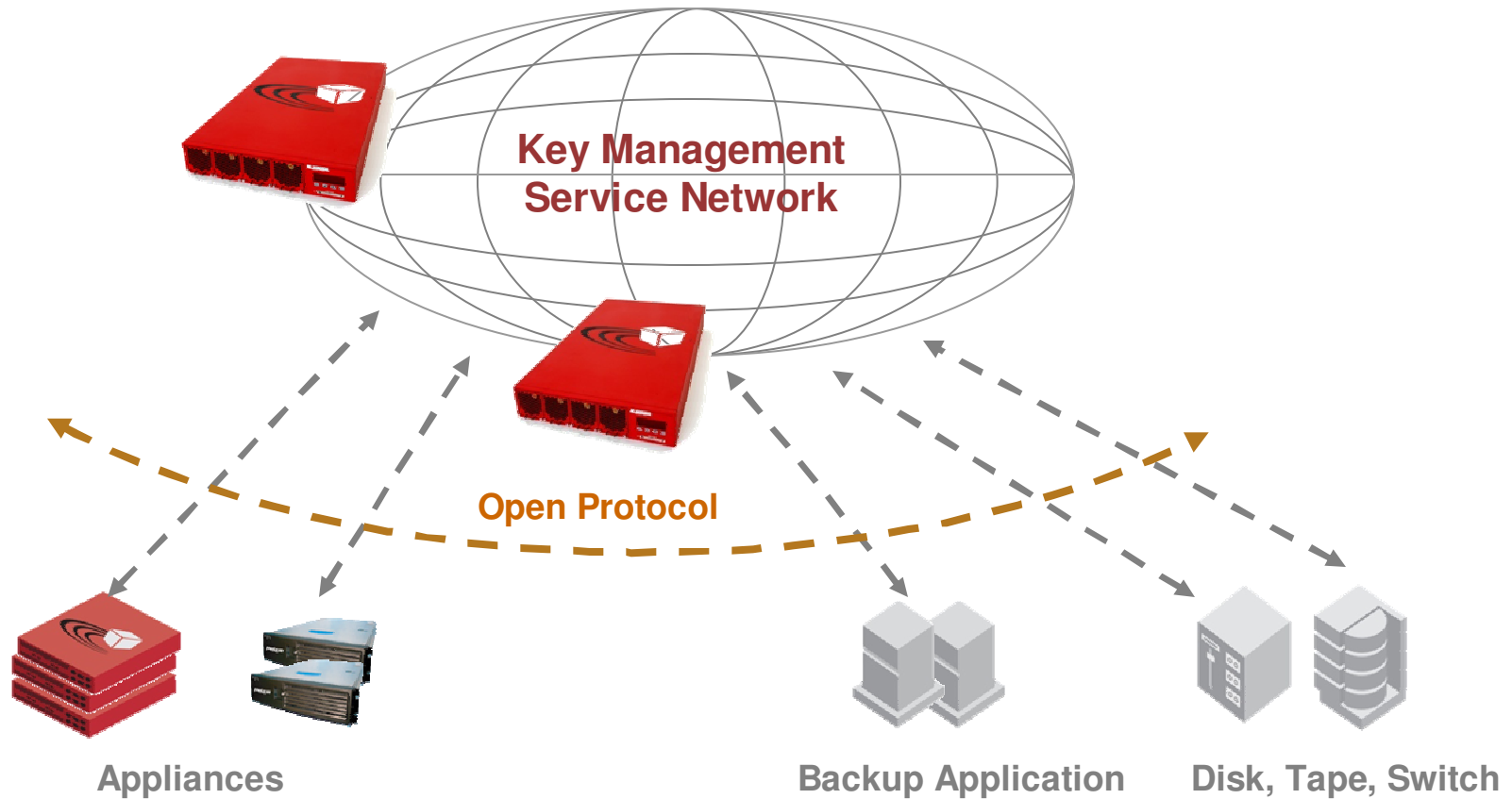
- Replaces traditional software and library-level encryption devices with a seamless and integrated device
- Provides excellent key escrow, performance, and advanced security features (quorum-based recovery, AES, tamper-resistant, secure audit log, role-based administration, separation of duties, FIPS RNG for key generation)
- FIPS140/Common Criteria EAL compliance
- Rapid deployment

Secure Tape Backup Deployment



Future Pervasive Encryption w/Central Key Management

**Standard Protocol for Multi-Vendor Key Managers and
Encryption End Point Communication**



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In Summary...

- A comprehensive corporate information security program is the cornerstone for preventing data loss
- The regulatory arena concerning data loss is becoming more strict and widespread
- Perimeter backup encryption, laptop hardening and removable storage policies are essential components of this program



Thank You!

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