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ESSENTIAL INFORMATION PROTECTION™

Stallioni Sügisseminar

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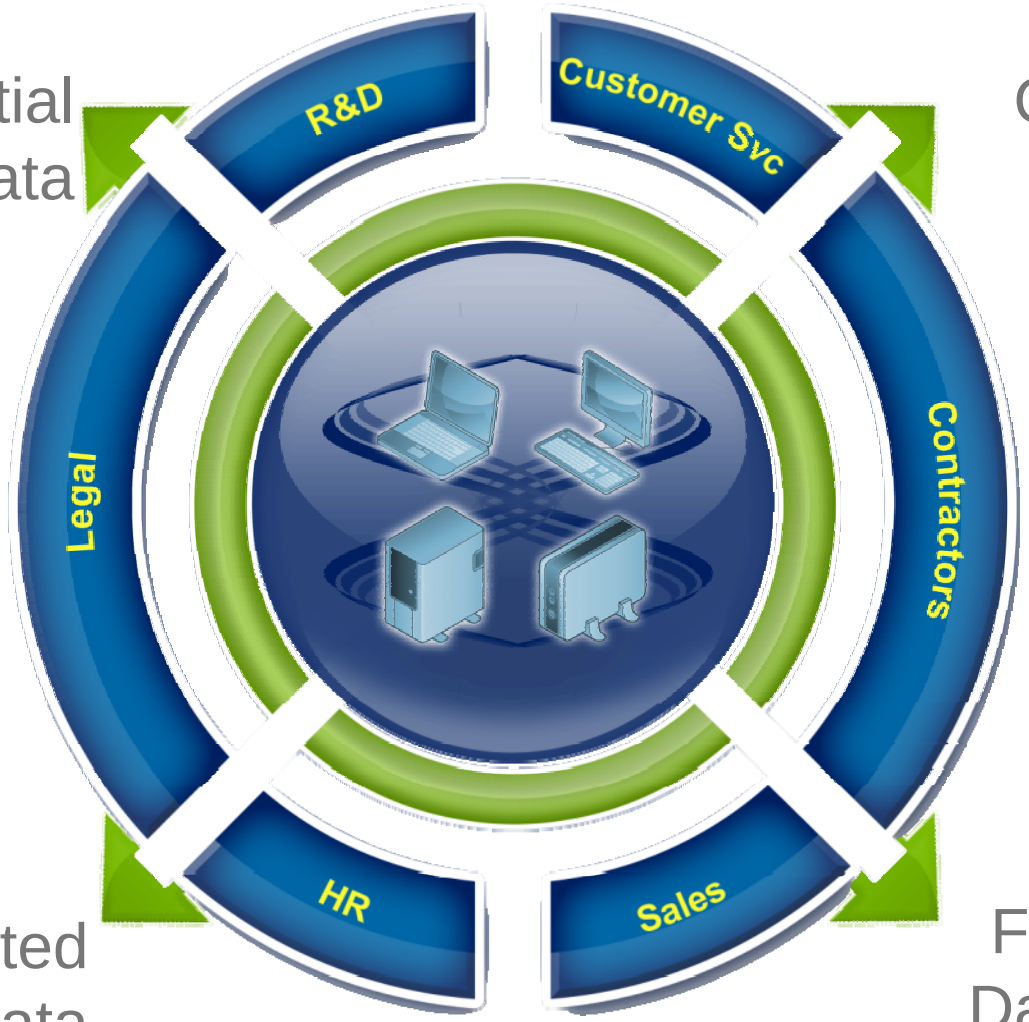
System Engineer
Websense

How easy Data Loss Prevention can be

web security | data security | messaging security

Data types a common organization will have



Confidential Data

Customer Data

Regulated Data

Financial Data

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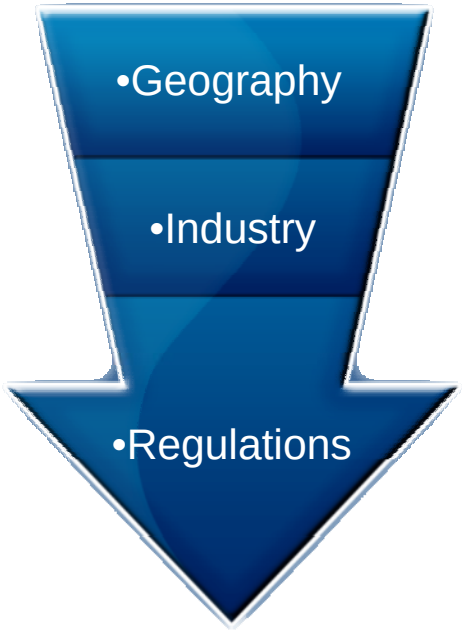
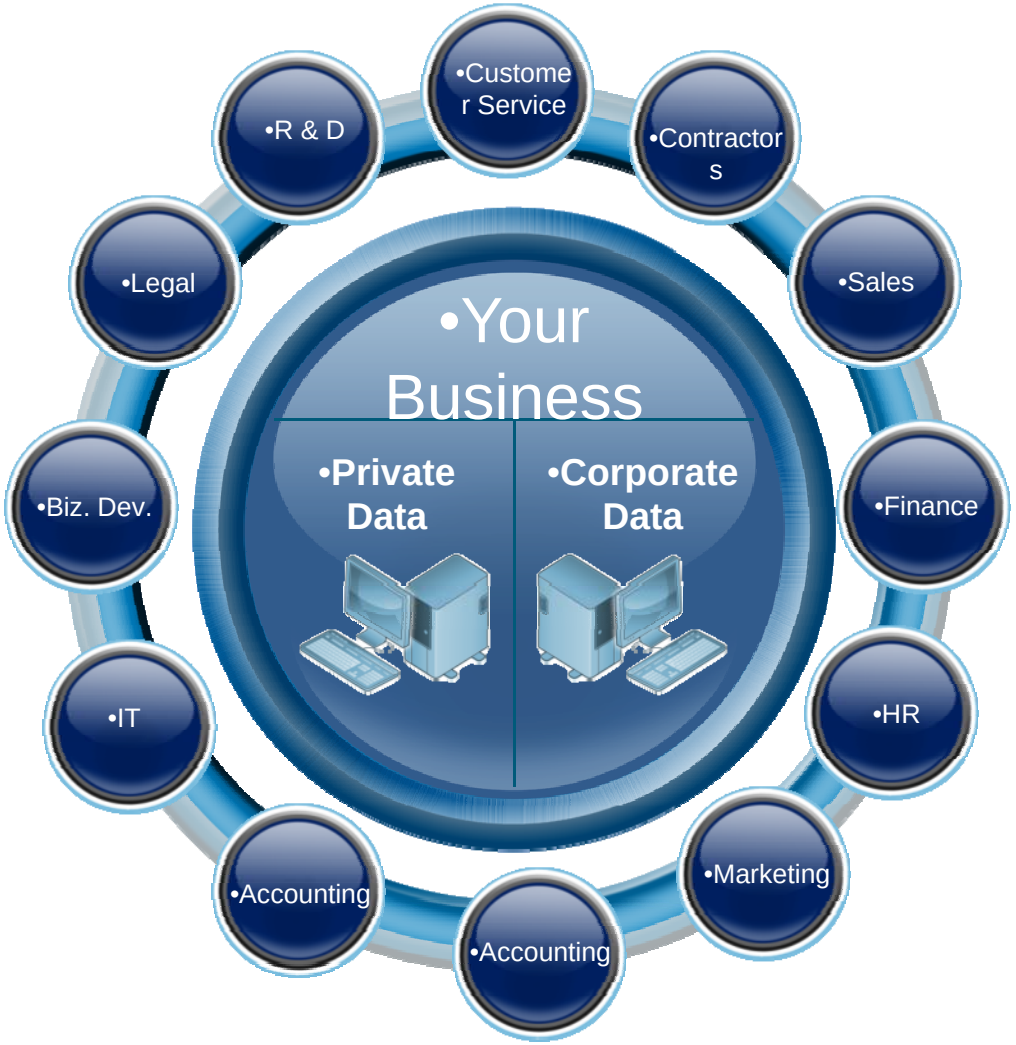
How can I protect my valuable data ?

Understanding Your Data



Private Data
Corporate Data



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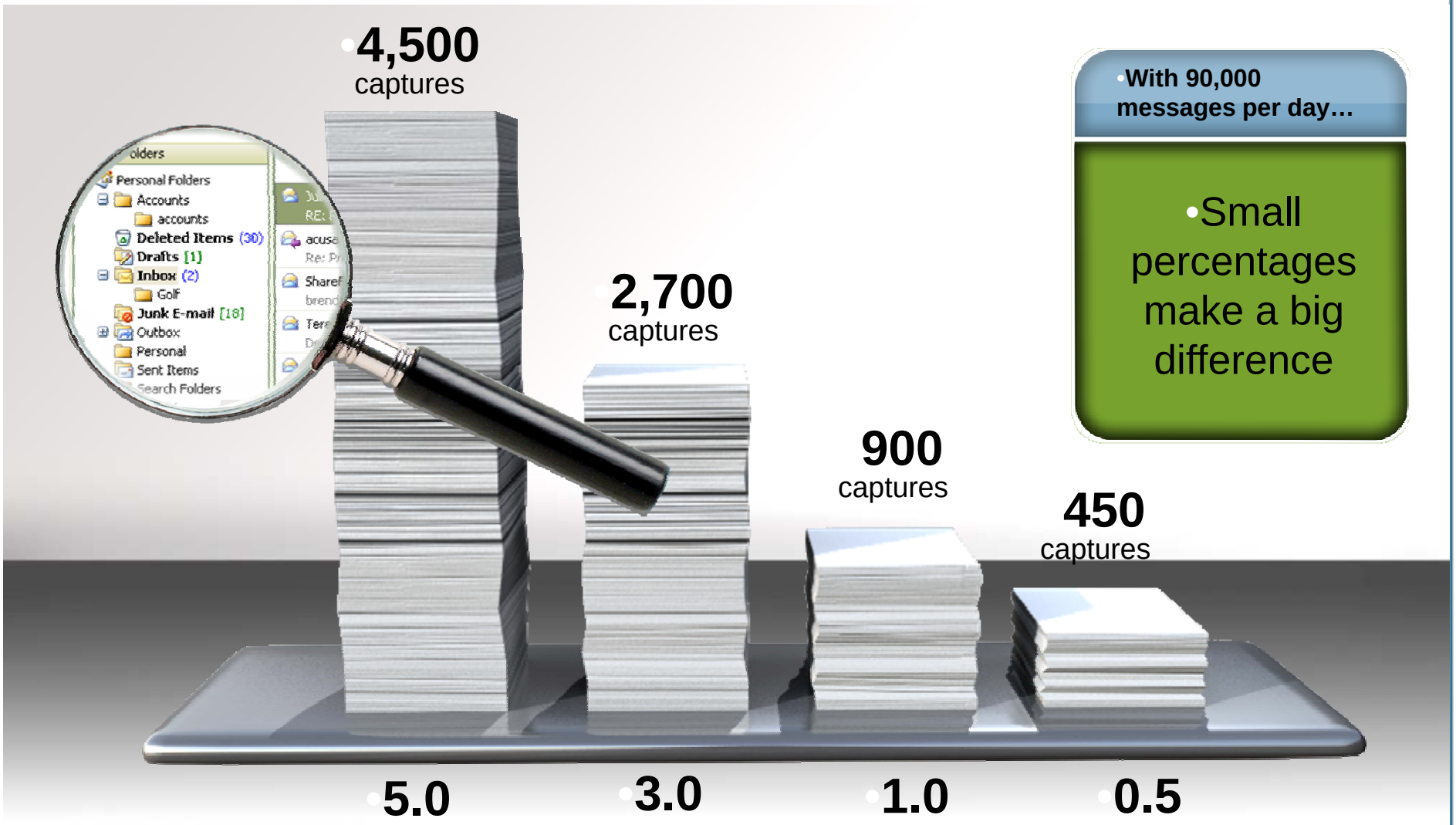
PreciseID: The Need for Accuracy – management overhead ?



- With 90,000 messages per day…
- Small percentages make a big difference

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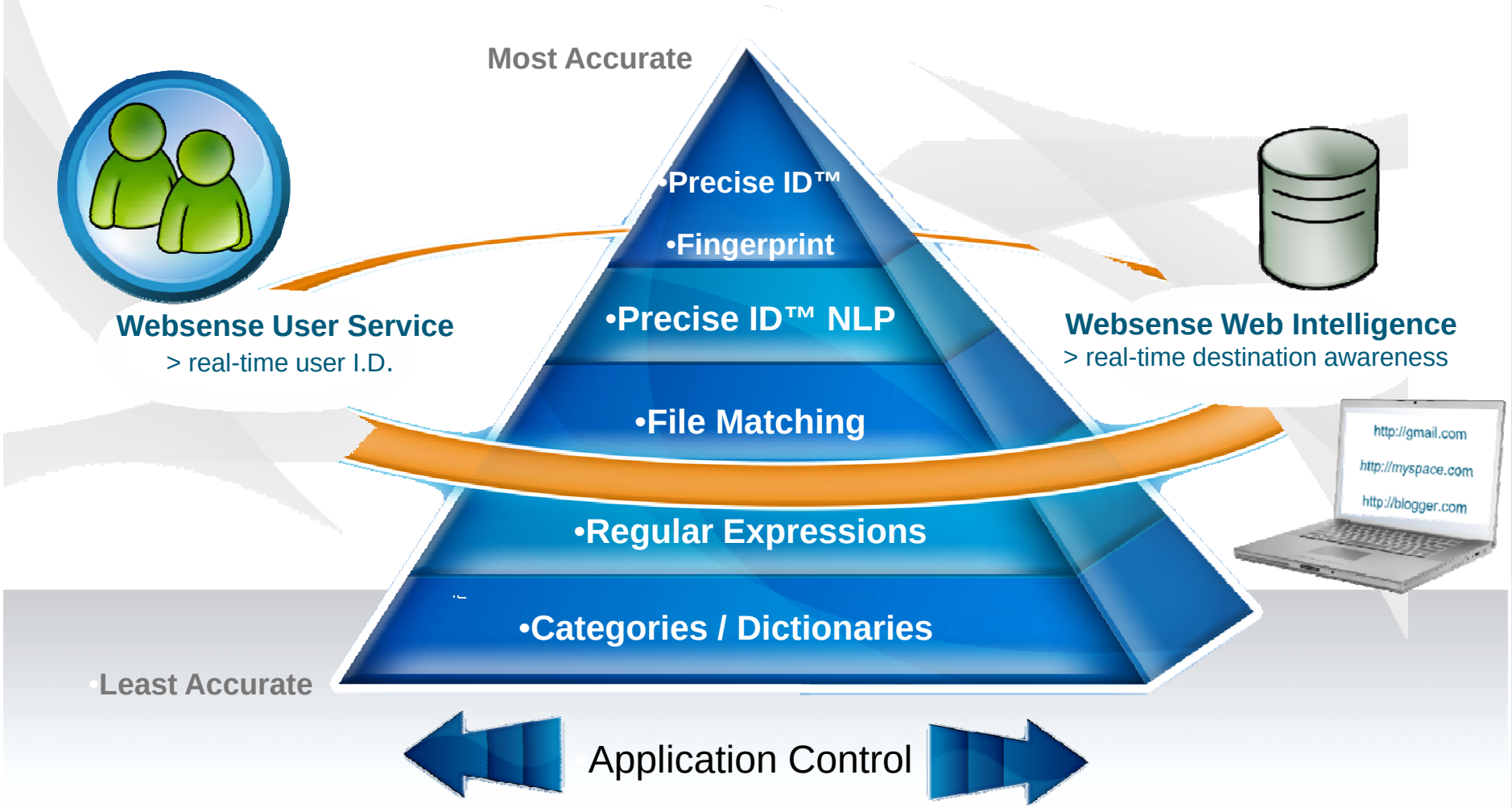
Websense Detection Techniques – Accuracy is crucial



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Common Objections

I don’t know what data I need to protect

I don’t know where my valuable data is

I need to do data classification first

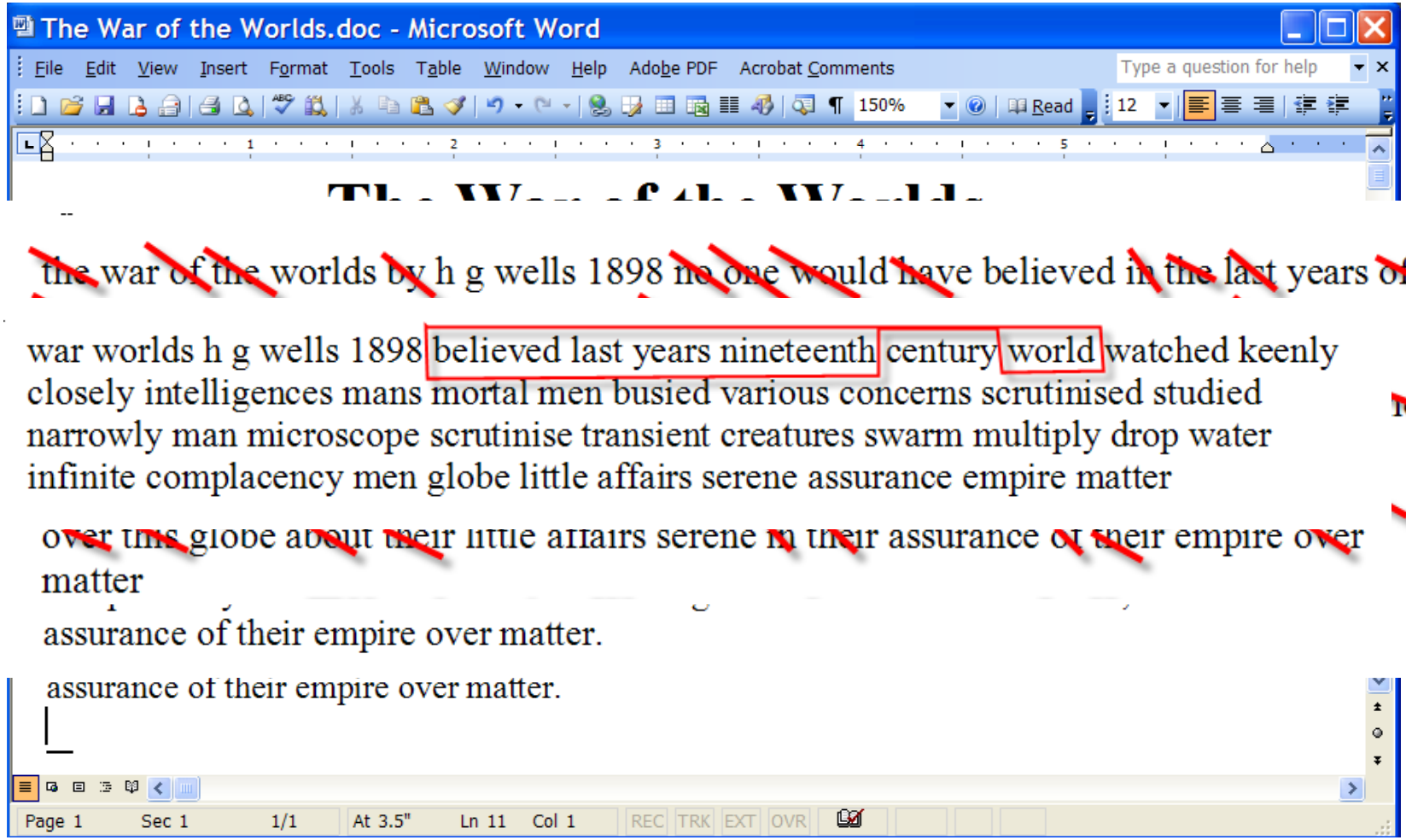
I am blocking all USB devices

I am going to use full disk encryption

I have mail encryption already

What if user uses Steganography

File Fingerprint



DATABASE Fingerprint

	C	D	E	F	G	H	I	J
1	FIRST	LAST	ACCOUNT NUMBER	PASSWORD	DRIVERS LICENSE	PHONE NUMBER	EMAIL_ADDRESS	POSTAL CODE
2	RAUL	PASHAL	4684451986499930	dOleNxBJcB	B00089820	(930)750-0791	pashal_6358824@homestead.com	53395-9820
3	ORA	LEISURE	4132673384929420	ZEUtDkPkNj	G00698233	(293)561-7807	leisure_1100713@hotmail.com	29795-8233
4	JAMES	HINTZ	4803331697819540	keLcCsttij	D00451340	(714)803-9738	hintz_6682080@homestead.com	03706-1340
5	GOLDIE	PURVIS	4409094843938080	HwbwUgKGqD	E00907590	(693)473-0722	purvis_1446362@hotmail.com	15222-7590
6	SUSAN	WILLIAMS	4083121379497770	JiqEjDXMJk	E00623438	(860)399-6891	williams_8414781@homestead.com	18142-3438
7	MARTHA	CAHILL	4830782323949940	DHaNHERKoc	A00925521	(795)656-8906	cahill_1162450@who.org	35020-5521
8	MEI	TOKAR	4915759347313980	KlssvmSnob	H00658334	(503)627-1556	tokar_3650942@who.org	54724-8334
9	DANIEL	SMITH	4718214769659850	vjhqstGEan	F00557274	(288)878-2616	smith_4913955@homestead.com	52330-7274
10	HAZEL	HANSEN	4836195836003030	ExrcVlkyUT	G00259934	(751)998-8949	hansen_9424180@yahoo.com	46561-9934
11	JOSEPH	NICHOLS	4468381105299690	BxUsvEZkAe	A00186262	(463)501-6809	nichols_1162318@ebay.com	22348-6262
12	VIRGINIA	CAMACHO	4855420530088610	JHYkcHEhJs	A00024172	(792)972-1880	camacho_121975@hotmail.com	90980-4172
13	JOHN	THOMPSON	4501523428889320	kvJGGusOfP	E00580064	(278)469-6181	thompson_1266229@yahoo.com	41334-0064
14	PETER	CLARK	4608121971967830	ucaTOWOLHY	B00296024	(936)554-4464	clark_6388088@homestead.com	48795-6024
15	OSCAR	FERGUSON	4029460039835530	uBEckPdYim	A00805757	(964)205-1884	ferguson_9125936@ebay.com	99656-5757
16	BESSIE	HOLZHAUER	4270959499061360	sqyWwsjqJU	E00826559	(472)947-8236	holzhauer_486822@who.org	27894-6559
17	JAMES	CARRINGTON	4876941172142800	fiPeJypyAe	B00202312	(419)984-7186	carrington_1408617@msn.com	93059-2312
18	ERIK	ALEXANDER	4864185642094010	SUQPaWKtCU	B00313732	(609)272-0273	alexander_8064120@who.org	59928-3732
19	CATHERINE	WISCH	4522434791230970	JGeZXrUMCB	B00675067	(934)213-7206	wisch_1318262@bbc.uk.co	85752-5067
20	PHILLIS	MIDGLEY	4862476652529070	uUHKdcqPLK	H00745588	(279)542-5762	midgley_4395431@ustreas.gov	19616-5588
21	GUSTAVO	KELLIPIO	4986780881554850	GgvPcgDKHM	B00816053	(296)279-8118	kellipio_7570691@homestead.com	64423-6053
22	KENT	ADAMS	4535123969225290	FljsPvXFme	A00391715	(428)508-9503	adams_2527354@bbc.uk.co	95076-1715
23	JONATHAN	SIEGEL	4588441012817760	CbtNKuNvBH	C00513836	(276)705-7671	siegel_7551343@homestead.com	03515-3836
24	CHRISTINE	JOHNSTON	4642237228057940	CIUCTaVeFe	F00599458	(991)634-0906	johnston_159644@ebay.com	05841-9458
25	DANIEL	NADAL	4720281953201620	VvDvZbDkyZ	H00686586	(344)537-2104	nadal_4209741@bbc.uk.co	05140-6586
26	JACLYN	PARKER	4638423565936630	VClpZsAdnf	D00227336	(926)958-4510	parker_3671846@homestead.com	13510-7336
27	REGINA	YEE	4793822578900930	BBYJlsCivc	A00273437	(705)729-2870	hgh_8790919@acme.com	41248-3437
28	ANNA	GARNER	4721433709799330	EhPQMZsGlX	H00781736	(937)778-1260	garner_7564867@hotmail.com	68451-1736

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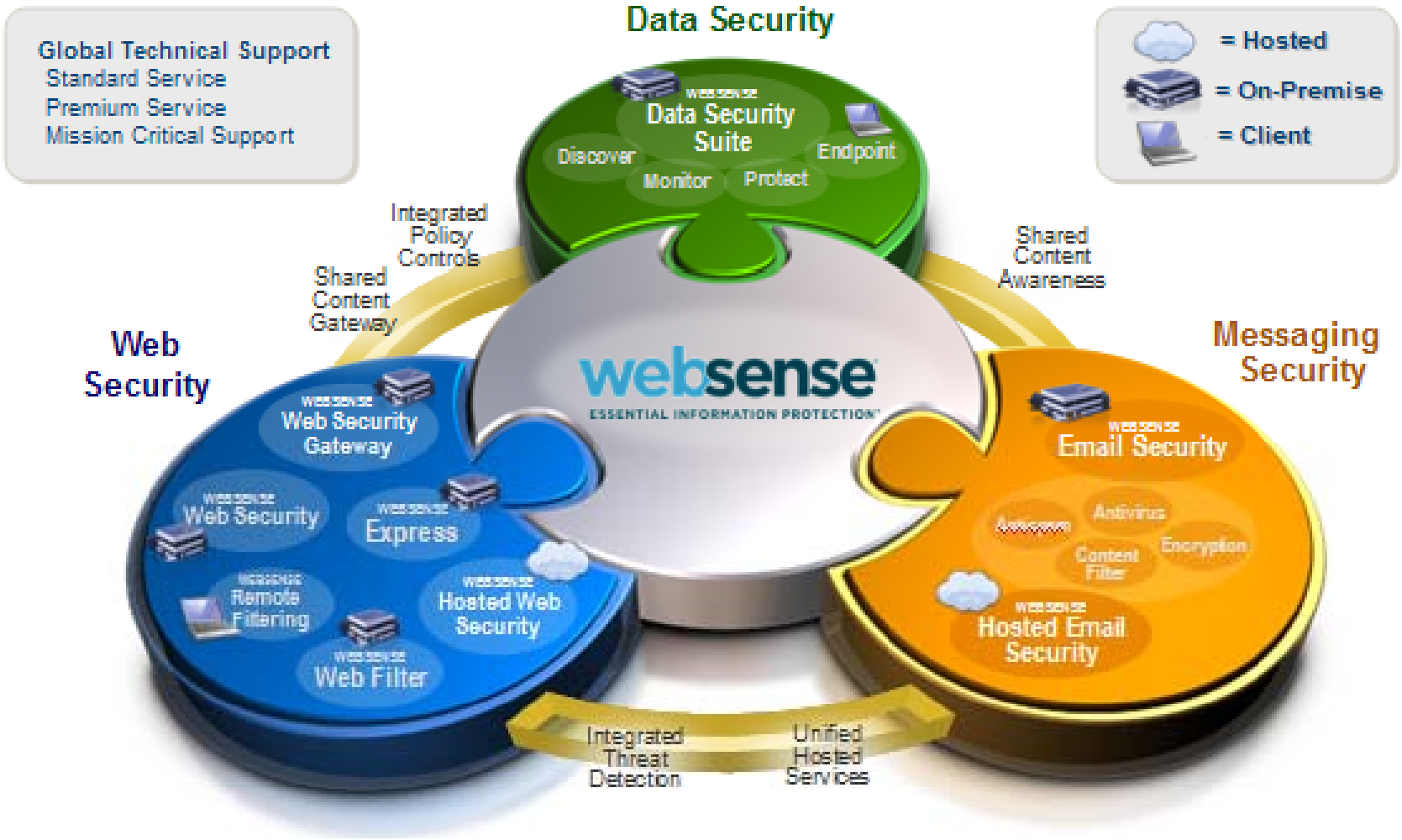
Websense Essential Information Protection
The power of integration



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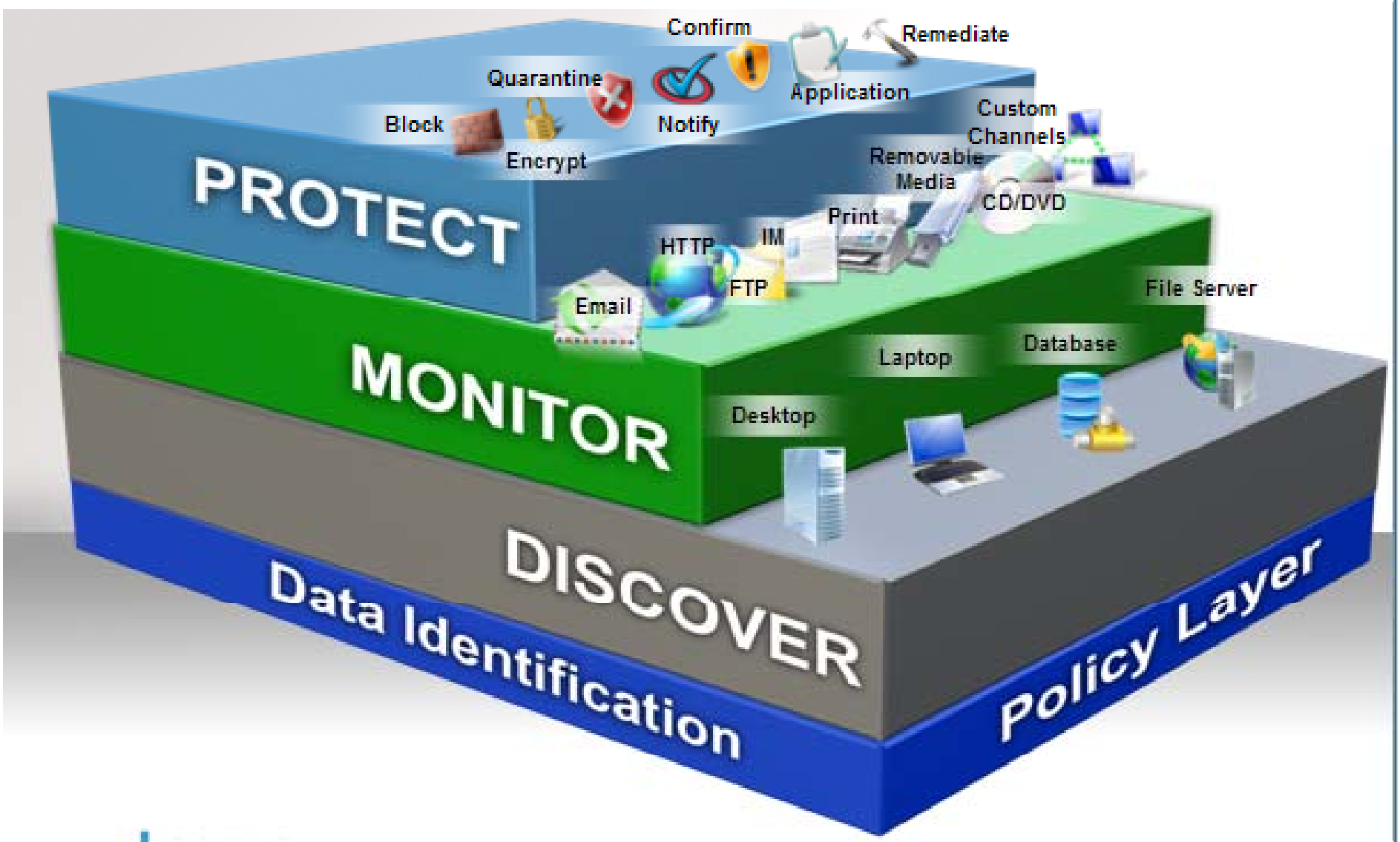
Websense Data Security Suite

Comprehensive Data Loss Prevention



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Data Security leverage other security technologies and Enables Business

•Can data be uploaded to this site

•Can data be copied this device

•URL

•Filtering

•Device Control

•Can a specific user access this data

•Is my data secured in the event it is lost

Websense Data Loss Prevention

•Digital Vault/ DRM

•Encryption

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Context VS. Content

•People

•Who are your
•users?

•Who are the
data stakeholders?

•Who should/not
use your data?

•Data

•What type of data
•do you have?

•Where is your
•data located?

•What is the value
of your data?

•Process

•What communication
channels are in use?

•What are your data
security policies?

•What are good/bad
data processes?

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Business Intelligent Controls

Data in Use / Motion

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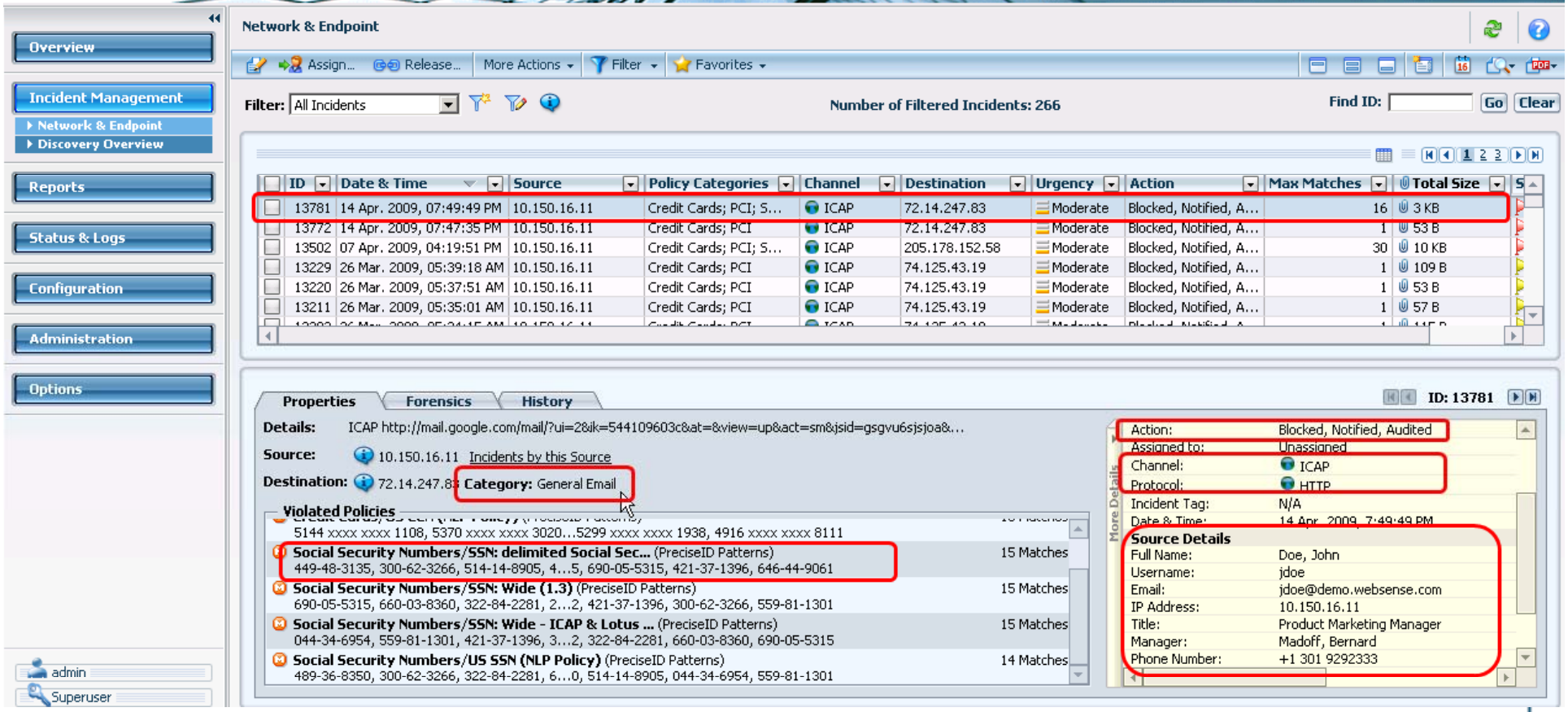
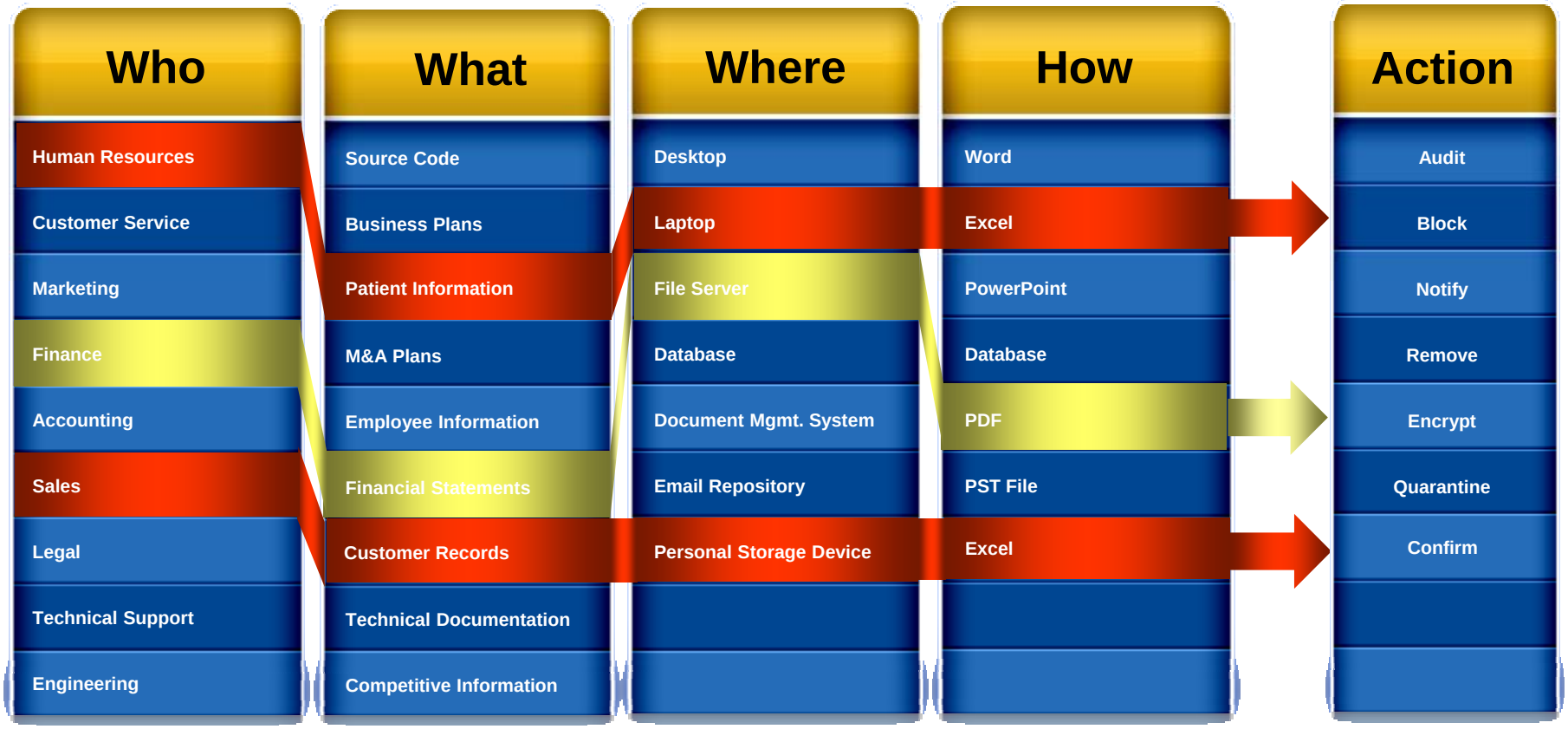
Incident details



Business Intelligent Controls

Data at Rest



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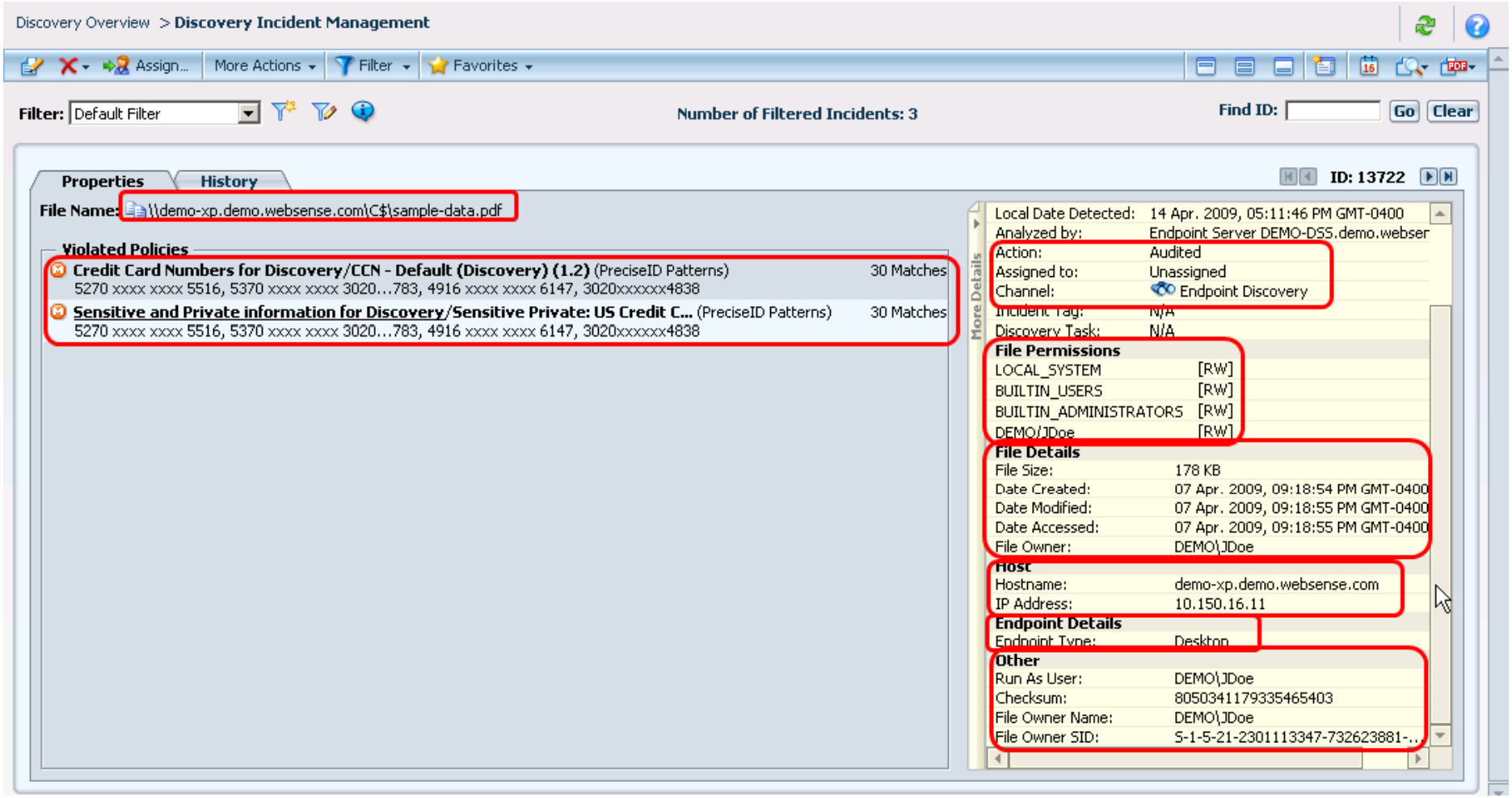
Discovery incident details



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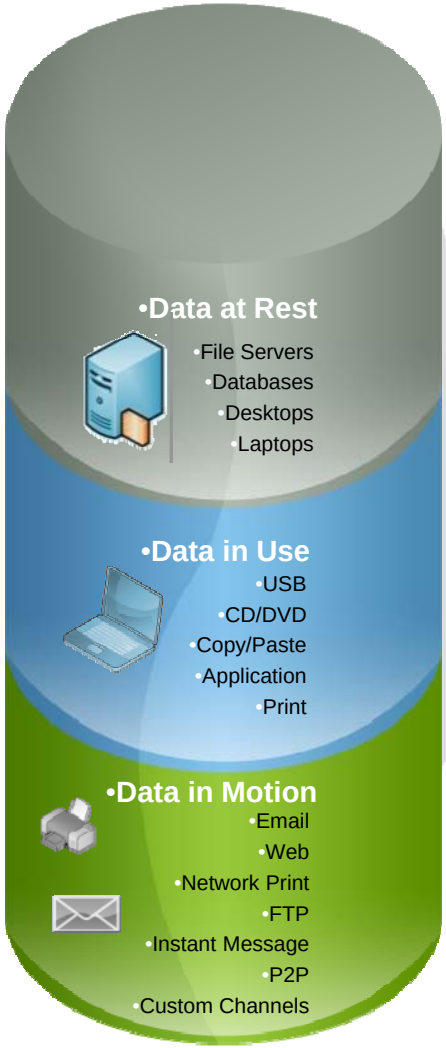
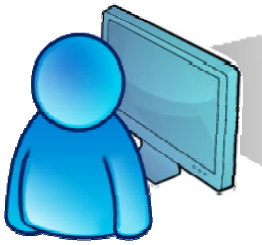
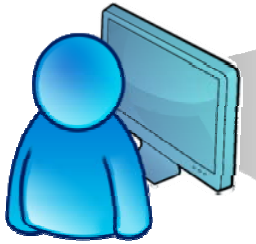
Unified Management and Reporting – Use DSS as part of your business process



Management & Reporting



Administrator



Incident Manager

Auditor

•Administrator Rights

•Full access privileges, including configuration, administration, settings, incident management, and reporting.

•Incident Mgr. Rights

•Access to incident management and reporting, as well as trend analysis.

•Auditor Rights

•View only permissions to policies applied and specific incident types (e.g., PCI incidents), with no access to view forensic details.

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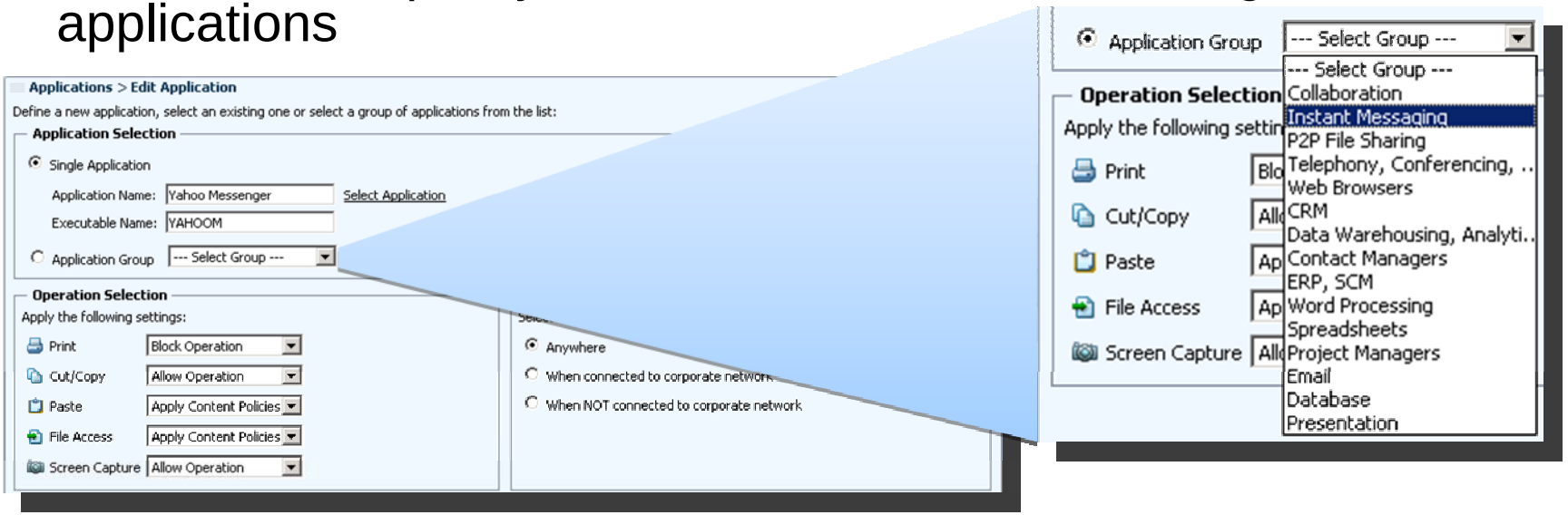
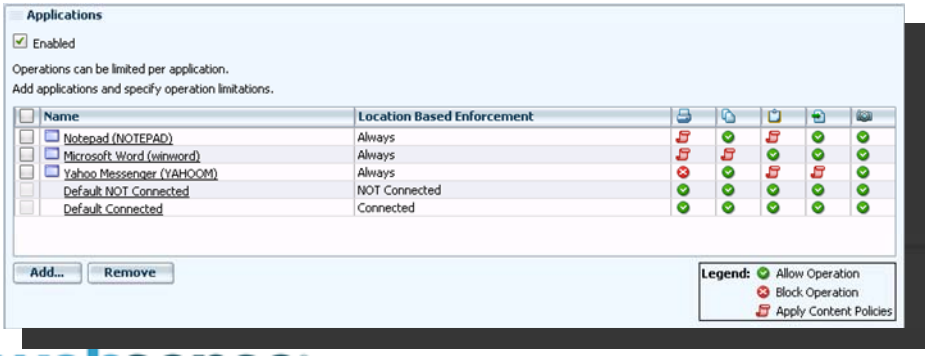
Application Awareness and Control

- Pre-classified and categorized applications
- Data and user policy controls for individual or categorized applications





- **Automated vs. Manual Policy Application**
- **Websense has pre-categorized applications**
  - Use Case Example: Apply Content Policies for AOL, but Block ALL other IM

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Websense = Superior Value

- Vendor Consolidation
  - Web Security Email Security and Data Loss Prevention, all from Websense
- Hardware Consolidation
  - Integrated components and flexible architecture
  - Support for virtualization
- Built-in Proxy
  - Websense can inspect HTTP/S traffic without a third party solution.
  - Others may require the purchase of another proxy at each site for HTTP/S traffic analysis. Integration will not provide destination awareness and control.
- Long Term Fit
  - Websense supports open integrations and co-existence
  - Websense is highly scalable and distributable – will grow with your business
- Consolidated Platform
  - Network and Endpoint Data Loss Prevention
  - Data Loss Prevention and Web Security

Customers Who Trust Websense

Global Coverage and Support

- Over 50,000 customers worldwide
- Over 41 million subscription seats
- 5,000 value-added resellers
- Award-winning global support and services

Financial Services

Merrill Lynch, KeyBank, Morgan Stanley, HSBC, NCB National Cooperative Bank, National City, Zurich Capital Markets, SallieMae, First American

Healthcare - Insurance

MEDAVANT, CardinalHealth, Allianz, Fireman's Fund, John Muir Health, TLC Vision, British Red Cross, Medtronic

Government

Internal Revenue Service, Sydney Water, Senate Federal Credit Union, Marines, Michigan.gov

Technology

eBay, AOL, DELL, Overstock.com, Samsung, Canon, TRW, NetVision, Panasonic

Telecommunications

at&t, Comcast, verizon wireless, Alcatel-Lucent, COX Communications, O2, Qualcomm, Conexant, Time Warner Telecom, pelephone

Transportation - Energy

bp, ExxonMobil, Carnival, easyJet, CSX Transportation, U.S Airways, P&O Ferries, PSEG, Air Canada, Kenya Airways

Manufacturing

The Coca-Cola Company, Goodyear, logicacmg, ConAgra Foods, Maytag, Kimberly-Clark, Grainger

Retail

Federated Department Stores, Inc., The Home Depot, Carrefour, RadioShack, JCPenney, Sears, Best Buy, i'm lovin' it

Media

Viacom, TNT, CNBC, BBC News, Fox Entertainment, CNN, Sky News

Q&A

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