

SafeNet Data Protection On Demand— The Managed Services Opportunity



Provide your customers the security services they need with SafeNet Data Protection On Demand, a cloud-based platform that provides a wide range of on-demand key management and encryption services through a simple online marketplace.

Now is the time your customers need to ensure that their data is secure. More stringent compliance regulations, especially as related to data sovereignty, such as GDPR in Europe, and other regional regulations such as NDB in Australia, and PCI-DSS, are compelling organizations to apply key management and encryption solutions to meet these mandates.

Partner with Thales to provide unrivalled data protection as-a-service offerings to your customers and grow your revenue streams.

SafeNet Data Protection On Demand is a cloud-based platform that provides a wide range of on-demand key management and encryption services through a simple online marketplace. With SafeNet Data Protection On Demand, security is made simpler, more cost effective and easier to manage because there is no hardware to buy, deploy and maintain. Just click and deploy the services you need, provision new tenants, add further services and get usage and audit reporting in minutes.

SafeNet Data Protection On Demand enables multi-tier management, including complete separation of duties, even when managing multiple levels of child accounts (virtual service providers). Additionally, for MSPs selling SafeNet Data Protection

on Demand protection to add additional levels of security and protection for their own managed services, you can easily integrate a white-labelled version, with third-party API support, into your own platform and bundle with your existing services for enhanced value add, increased manageability, and workflow efficiency.

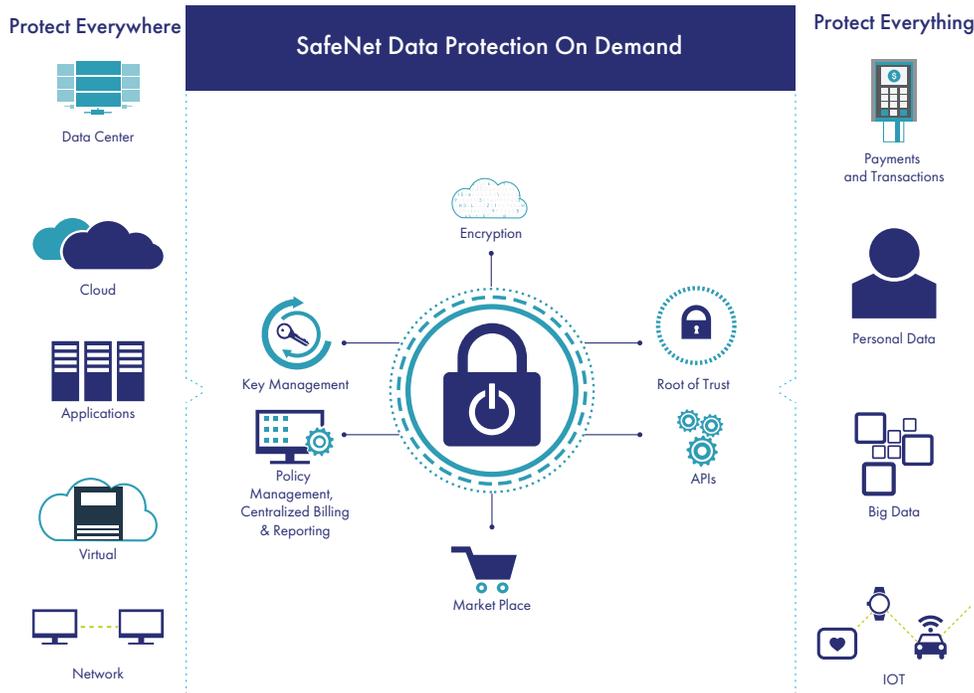
Sample service provider use case:

A computer services company provides digital signature solutions to their customers through an online platform. Spurred on by customers' compliance requirements, the company wanted to add enhanced security to the offerings. They required a solution that provided:

- Zero upfront investment
- Cloud-based pricing
- On-demand delivery
- Multi-tenant capability with complete segmentation/ separation of each customer's keys
- Centralized management

Remaining transparent to the end user, SafeNet Data Protection On Demand, ensures that the overall security of the service is enhanced, effortlessly.

As a MSP or MSSP selling managed security services you can deliver SafeNet Data Protection On Demand, under your branding, bundled with your cloud or security services, and offer your customers a way to augment their security, effortlessly. By



leveraging reliable, repeatable and profitable services, aligned to your business model, you can ensure the stickiness of satisfied customers, building in a range of security services, with single pane of glass management, across multiple clouds.

Proven in the field over decades, SafeNet key/crypto management solutions have been successfully integrated into hundreds of third party applications, and our cloud-based authentication solutions have been awarded as Gartner Magic Quadrant leaders for four years running.

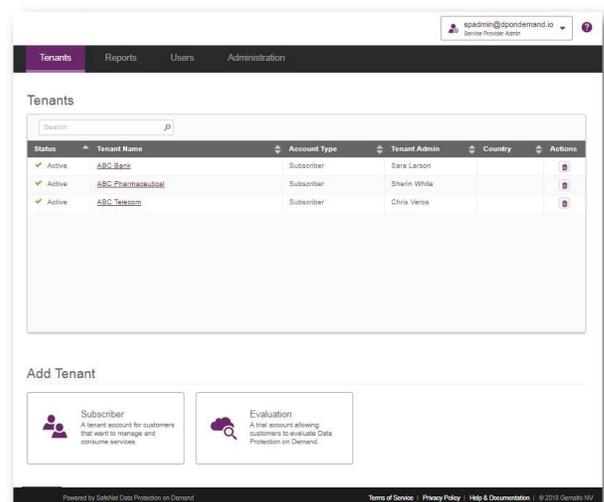
Leveraging this expertise, and years of experience providing security solutions to a wide range of customers, SafeNet Data Protection On Demand, has again innovated by simplifying security, automating the processes behind the scenes so you can offer click and deploy data protection to your customers. And behind the scenes, it's incredibly simple to integrate and manage because Thales handles the security, resilience and SLAs. Provide your customers with data protection on demand services they can rely on, secure in the knowledge that they, and only they, maintain control of their data protection, and ensure that data is protected, wherever it resides.

Differentiate yourself from your competitors with an offering that provides high quality, user-focused and high-assurance on demand services. Join us, and our ever-growing list of highly skilled and certified partners, to take advantage of the data protection on demand opportunity.

Our partners

Capgemini—A global leader in consulting, technology services and digital transformation, Capgemini is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Capgemini is in a reseller partnership with Thales for range of solutions, including SafeNet Data Protection On Demand.

NTT Security—NTT Security is the specialized security group of NTT Group. With embedded security, NTT Security enables Group companies (Dimension Data, NTT Communications and NTT DATA) to deliver resilient business solutions for clients' digital transformation needs. NTT Security and Thales have been partnering for many years to provide trusted security to organizations across the world.



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