ENCRYPTION IS MORE THAN A BUTTON

PRESENTED BY ALEX LOO, VP OPERATIONS, ECHOWORX

For SecTor October 2, 2018
100% pure-play encryption provider
Since 2000, Echoworx has been helping organizations protect their important data.

Trusted path to secure communications
Echoworx supports clients in 30 countries through our data centers in the U.K., Canada, Ireland, Mexico, and the U.S.

Encryption solution of choice for leading organizations
Echoworx works with banking, financial service, government, healthcare, legal, and compliance professionals.
The case for encryption

269 Billion

Over a quarter trillion emails were sent and received every day in 2017

Over half of the world population currently uses email

* source: STATISTA & RADICATI
The case for encryption

53%

More than half of IT professionals identify encryption as a priority

* source: ECHOWORX ENCRYPTION & AUTHENTICATION: SURVEY REPORT
The case for encryption

40%

Less than half extensively use encryption throughout their organizations

* source: ECHOWORX ENCRYPTION & AUTHENTICATION: SURVEY REPORT
Key considerations

88%

Majority find encryption too difficult to deploy and to use

* source: ECHOWORX ENCRYPTION & AUTHENTICATION: SURVEY REPORT
Key considerations

COMMON BARRIERS

- Difficult to deploy and integrate into existing email infrastructure and flow
- Difficult to manage
- Scalability and prioritization issues
- Limited support of encryption standards
- Multi-language support is a generally afterthought
- Limited support for mobile devices
- Branding limited or non-existent
Overcoming Barriers

DELIVERY METHODS | LOOK FEEL | DEPLOYMENT

How are you going to use encryption to communicate?
How are you going to implement the solution?
How are you communicating?

DELIVERY METHODS

<table>
<thead>
<tr>
<th>SECURE PORTAL</th>
<th>ENCRYPTED CHANNEL</th>
<th>DIRECT TO INBOX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self Reg</td>
<td>TLS</td>
<td>PGP S/MIME</td>
</tr>
<tr>
<td>Shared Password</td>
<td>No Auth</td>
<td>Office XML Attach.</td>
</tr>
<tr>
<td></td>
<td>OAuth</td>
<td>PDF Email</td>
</tr>
<tr>
<td></td>
<td></td>
<td>PDF Attach.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ZIP Attach.</td>
</tr>
</tbody>
</table>
How are you communicating?

LOOK AND FEEL
How are you implementing?

DEPLOYMENT OPTIONS

On-Premise VS. Cloud
How are you implementing?

IMPLEMENTATION OPTIONS

ON PREMISE

• Build, manage, secure, & support
• Audits & 3rd party verifications
• Scalability
• Governance / jurisdiction requirements

CLOUD

• Team of experts
• Subjected to annual audits
• Hyper scalability
• Enforce server security
• Up-to-date software
88%

Of your customers will leave you after a single data breach
Final thoughts

PRESENTATION TAKE AWAYS

1. User experience drives adoption
2. Deployment choice drives security, convenience and cost

There is no ‘Golden Rule’ when it comes to secure communications. Every organization is unique – with unique challenges. But an integrated custom email encryption solution remains a vital component to any future-ready cybersecurity program.
Thank you

Alex Loo, VP Operations, Echoworx

T: +1 800 346 4193
Loo@echoworx.com
www.echoworx.com

Visit our team in Booth #307