

Introduction

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Customer Challenges

- Evolution of the Need
- Evolution of the Solution
- Corporate Administration versus End User
- Historical Background

Evolution of the Need

- Data behind Glass Wall
- Data becomes Mobile
- Users becomes Mobile

Evolution of the Solution

- Security travels with Data
- Challenges of a Distributed Environment
- Distributed Responsibility

Customer Needs in 1995

- Strong Security
- Administration of 10 to 100,000
- Maintain User Productivity
- Ensure Access to Corporate Data

Strong Security

- How Strong?
- Shelf Life of Data
- Export Concerns

Corporate Administration

- Public key puts Users in Control
- Distributed Installation
- Key management
- Hostage Data

Maintain User Productivity

- Force use of Encryption
- Make Encryption Transparent
- Leverage Existing Models for File Sharing
- Allow Corporate Access to Data

Demo

- Demo of product

Under the Hood - RSA

- BSafe
- Public/Private Keys
- File Labels

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Under the Hood - SmartLock folders

- Transparent
- Easy
- Secure

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Under the Hood - OTP

- Lost Passwords
- 40% of help desk calls are for forgotten passwords
- Make challenge response secure with RSA
- Long but secure
- Shorter but still secure

Future Directions

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Questions

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