

# Delivering a blueprint for data security success

Thales's data protection solutions are designed to secure customers' digital ecosystems reliably, enabling them to safeguard assets and remain in control of their data wherever it resides or is transmitted — across clouds, on premises and within hybrid IT environments.

## Understanding digital security challenges

Businesses and other organizations face new and ongoing security threats continuously. According to the National Cybersecurity Alliance, top concerns are:

- › Cloud misconfigurations
- › Interface and API threats
- › Data storage complexity
- › Data breaches
- › Lack of visibility
- › Tool sprawl

## Get ahead of the challenges with a strong foundation

**Encryption everywhere:** Secure data and the keys to the data with industry-leading hardware security modules (HSMs), key management and encryption solutions. Protect data in transit with robust network encryption.

**Unify and simplify key management:** Deliver centralized control over encryption keys with Thales's intuitive key management services, ensuring consistent security across an entire IT infrastructure.

**See what matters most:** Equip customers to identify and classify sensitive data across their data stores with Thales' advanced data discovery and classification tools.

**Data protection on demand:** Thales's innovative Data Protection on Demand (DPoD) platform provides a cloud-based marketplace for access to HSM, key management and encryption services. Provide agility and scalability when it's needed.

## Succeed with support from Arrow and Thales

Arrow, Thales' largest North American distributor, delivers assistance to channel partners who need to boost their IT security expertise and provide unmatched guidance and know-how to their end customers.

**Take advantage of Thales's Enroll for Gold Practice Accelerator:** A step-by-step growth program for channel partners. Get started by sending an email to Nick Chavez today.

## About Thales Security solutions

- Data discovery
- Data encryption
- Key management
- Network encryption
- Hardware security modules
- Data protection on demand marketplace

## Proven customer protection

- 180+ countries served
- 30,000+ clients worldwide
- 2 billion people use Thales solutions
- 200+ government programs deployed
- 3,000+ financial institutions using Thales solutions
- \$1 trillion inter-bank transfers protected daily

## Partner-focused support

- Margin rich incentives and strong deal registration
- On-demand enablement and training
- Cutting edge partner portal and demand generation tools
- Over 740 technology integrations and 300+ Integration Partners
- Simple and personalized onboarding
- Accelerated sales cycle through guided selling