Secure Your Email with Encryption as a Service

Janene Casella
Symantec

Jamie Northey
Echoworx
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Your Data is at Risk

Total Breaches

253
2013

+62%

156
2012

Total Identities Exposed

552 Million
2013

+493%

93 Million
2012

Symantec Internet Security Threat Report, April 2014

Secure Your Email with Encryption as a Service
## Breaches

### Top Causes of Data Breach, 2013

<table>
<thead>
<tr>
<th>Cause</th>
<th>Percentage</th>
<th>Number of Incidents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hackers</td>
<td>34%</td>
<td>87</td>
</tr>
<tr>
<td>Accidentally Made Public</td>
<td>29%</td>
<td>72</td>
</tr>
<tr>
<td>Theft or Loss of Computer or Drive</td>
<td>27%</td>
<td>69</td>
</tr>
<tr>
<td>Insider Theft</td>
<td>6%</td>
<td>15</td>
</tr>
<tr>
<td>Unknown</td>
<td>2%</td>
<td>6</td>
</tr>
<tr>
<td>Fraud</td>
<td>2%</td>
<td>4</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>253</strong></td>
<td></td>
</tr>
</tbody>
</table>
Symantec Email Security

- Stops spam, malware, phishing, and targeted attacks
- Hosted (Symantec Email Security.cloud) or on-premise (Symantec Messaging Gateway)
- Combine with data loss prevention or encryption
  - Extra protection with easy management
Email Security + Encryption as a Service

- Secure data in transit
- Create enforcement rules
- User-initiated or automatic encryption

![Diagram of email security with encryption as a service](image-url)
Introducing the New Symantec Policy-Based Encryption

Jamie Northey
Vice President Corporate Development
Echoworx
Secure Your Email with Encryption as a Service

Technology Adoption Lifecycle

“The Chasm”

Area under the curve represents number of customers

Source: *Crossing the Chasm*, Geoffery A. Moore
Secure Your Email with Encryption as a Service
Secure Your Email with Encryption as a Service
The New Symantec Policy-Based Encryption

Secure Your Email with Encryption as a Service
Problems New PBE Solves

• Interoperability
  – New PBE Automatically determines the best encryption standard to utilize based on the recipient's ability to decrypt

• Multiple Use Cases
  – Ability for senders or groups to utilize 6 different delivery methods
Customer Case Study

A large global financial institution has the following requirements:

1. Exchange secure information with an American bank via TLS
2. Send regulatory submissions to Bank of England via PGP
3. Send monthly account statements to customers via secure PDF
4. Enable Mortgage Specialists to exchange mortgage documents with customers, attorneys, title insurers, etc.
1. Exchange secure information with an American bank via TLS
1. Exchange secure information with an American bank via TLS
1. Exchange secure information with an American bank via TLS

[Image of an email with the subject "Social Security Report" and the body "Please see attached report."]

Encrypted

Secure Your Email with Encryption as a Service
2. Send regulatory submissions to Bank of England via PGP

Sender

The New Symantec Policy-Based Encryption

Public LDAP

Recipient

Secure Your Email with Encryption as a Service
2. Send regulatory submissions to Bank of England via PGP

Sender

The New Symantec Policy-Based Encryption

Public LDAP

Recipient
3. Send monthly account statements to customers via secure PDF

Global Bank
123 Main Street,
Bigville, State
12345

Account Name: Mr. John Smith
Account Number: 1112223334
Month: April, 2014

Account Summary
Balance May 1: $10,000

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Withdraw</th>
<th>Deposit</th>
<th>Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 1</td>
<td>POS - Department Store</td>
<td>$120.30</td>
<td></td>
<td>$9476.50</td>
</tr>
<tr>
<td>April 3</td>
<td>Insurance Payment</td>
<td>$360.30</td>
<td></td>
<td>$9116.20</td>
</tr>
<tr>
<td>April 4</td>
<td>Payroll Deposit</td>
<td></td>
<td>$3060.30</td>
<td>$12,176.50</td>
</tr>
<tr>
<td>April 6</td>
<td>Credit Payment</td>
<td></td>
<td>$525.76</td>
<td>$11,650.74</td>
</tr>
<tr>
<td>April 9</td>
<td>Mortgage Payment</td>
<td>$236.40</td>
<td></td>
<td>$11,414.34</td>
</tr>
<tr>
<td>April 11</td>
<td>Rental Income</td>
<td></td>
<td>$1100.00</td>
<td>$11,414.34</td>
</tr>
</tbody>
</table>
3. Send monthly account statements to customers via secure PDF
3. Send monthly account statements to customers via secure PDF
3. PDF Delivery Options

- Attachment only or Body and Attachment
- Ability to integrate with existing systems to establish PDF password for recipient
- Option to have the recipient to manage their PDF password
- Option for sender to set the recipient password for an individual email
- Ability for both senders and receivers to recover previously used passwords
4. Send branded mortgage information to webmail customers using a secure web portal in their preferred language.

Attached is the mortgage draft we discussed.

Thanks,

Global Bank
4. Send branded mortgage information to webmail customers using a secure web portal in their preferred language

The New Symantec Policy-Based Encryption
4. Send branded mortgage information to webmail customers using a secure web portal in their preferred language.
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New PBE Configured to Select Best Encryption Method Based on the Recipient’s Ability to Decrypt

Secure Your Email with Encryption as a Service
Integrate with Symantec Email Data Protection.cloud, Select Delivery Methods, and Create Reports for Auditing

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Integrate with Symantec Email Data Protection.cloud, Select Delivery Methods, and Create Reports for Auditing

Secure Your Email with Encryption as a Service
We’ll Connect You with the Cloud Using Symantec Email Security.cloud or Symantec Messaging Gateway

Leverage your existing AV/AS, DLP and appliances to the Cloud
# New Functionality

<table>
<thead>
<tr>
<th>Feature</th>
<th>Current PBE-E</th>
<th>New PBE-E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outlook Client Plug-In</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Full Pick-up Portal and Notification Branding</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Support for 14 Languages</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>30 Day Web Pick-up Portal Message Retention</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Policy-based delivery methods and branding</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Full Smartphone and Tablet support</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

## Recipient Authentication Options

<table>
<thead>
<tr>
<th>Authentication Options</th>
<th>Current PBE-E</th>
<th>New PBE-E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recipient Created and Managed</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>No authentication (click on link)</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>One-time password (created by sender and communicated out of band)</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Recipient Created and Managed plus Verification Code (communicated to recipient out of band)</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>

## Supported Encryption Methods

<table>
<thead>
<tr>
<th>Encryption Methods</th>
<th>Current PBE-E</th>
<th>New PBE-E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Web Portal Pick-Up</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Opportunistic TLS</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>PGP Encryption</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>S/MIME Encryption (X.509 Certificates)</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Secure PDF – Attachment Only or Body and Attachment</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Secure ZIP – Attachment Only</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>
Summary

- Most flexible – 6 Delivery Methods
- Easiest to use, deploy and manage
- Infinitely scalable
- Free upgrade for existing Symantec PBE customers

Complexity
- End users
- Deployment
- Management

Secure Your Email with Encryption as a Service
Upcoming Sessions of Interest

• 1483 – Gateway, Cloud, and Targeted Attacks: Symantec’s Vision, Strategy, and Roadmap
  – Thursday 10:15am, Augustus Ballroom 1

• 1721 – Email Security.cloud—Data Protection and Stronger Security for Email and Microsoft Office 365
  – Thursday 11:30am, Milano 6
Thank you!

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To download the app, go to https://vision2014.quickmobile.com or search for Vision 2014 in the iTunes or Android stores.