

StorageTek™ Encryption Consulting Services



Key benefits

Reduce risk

Identify who has access to sensitive data. Plan levels of security accordingly.

Secure business-critical information

Avoid breaches with encrypted backup data.

Accelerate compliance

Help meet regulatory requirements for data archiving and security.

Gain unbiased vendor recommendations

Adopt best security practices based on a vendor selection scorecard.

Intelligent archiving and compliance

The need for secure information management is one of today's most critical business challenges. Exponential data growth combined with stringent regulatory requirements are forcing organizations to do the following:

- Expand storage capabilities
- Improve operational efficiencies
- Increase levels of security

All this must be done while justifying every dollar spent.

Regulatory statutes, such as Sarbanes-Oxley, Gramm-Leach-Bliley (GLB), Health Insurance Portability and Accountability Act (HIPAA), California Senate Bill 1386, and Personal Information Protection and Electronic Documents Act (PIPEDA), require organizations to manage information with a much higher degree of care throughout the entire data lifecycle.

End-to-end data protection

Sun's unbiased encryption consulting team can help guide your organization through the challenging process of obtaining an encryption solution that is right for you. Our Services team can help you assess your current data storage and recommend solutions to address information storage security gaps through customized, business-focused security solutions.

The offering includes the following:

- Security Risk Analysis
- Encryption Vendor Selection
- Vendor Interoperability/Proof of Concept
- Solution Implementation

You may engage our encryption consulting team to manage the entire solution or only a specific component of this offering.

StorageTek Encryption Consulting Services provides comprehensive security for data storage, including SAN, iSCSI, DAS, and internal disk. Utilizing authentication, access control, effective key management, and industry-standard strong encryption, the solution secures data assets both in flight and at rest — using online, nearline, archive, and backup storage media.

The solution provides policy-based, fully audited key creation, protection, and deletion over the full data lifecycle, while allowing encrypted data to be accessible to authorized users. By offering selective data encryption for data compartmentalization and highly efficient no-touch data destruction, encryption solutions can:

- Consolidate storage
- Streamline data management
- Enhance regulatory compliance

Encryption Consulting Services

Security Risk Analysis. We will assess media and storage-related threats, vulnerabilities, and controls. This service is focused on data as it resides in and as it moves in and out of storage devices, such as disk and tape. Based on a series of interviews and tools-based analysis, we will assess areas of risk and mitigation strategies.

Encryption Vendor Selection. We will assist you in defining and prioritizing your requirements — or we will use the requirements gathered from the Security Risk Analysis. After prioritizing requirements, we will identify a vendor short list, engage vendors in providing requests for proposals, evaluate the responses, and provide recommendations for solution acquisition and implementation.

Vendor Interoperability/Proof of Concept. If interoperability between the encryption solution and your storage environment is in question, we will manage and guide the process to verify that the proposed solution will work for you. We help you maximize previous investments and integrate our solutions into your legacy systems. We will manage the creation of a test plan, coordinate with multiple organizations to create a test environment, and oversee the test execution and completion. Also included is the documentation of test results with recommendations for next steps.

Solution Implementation. Project management extends from analysis through vendor selection and testing. We provide clear, concise interoperability documentation and recommendations for smooth implementation and integration. The knowledge transfer at the end of the project maximizes your return on the technology investment.

Why Sun?

Sun and its best-of-breed partners offer complete, cost-effective Encryption Consulting Services to deliver the right infrastructure to protect your data at the right cost. These solutions include education and training, support and service — we are there to help optimize your investment.

Your agenda is our agenda. We work to match solutions to your needs through requirements analysis, extensive customer discussions, and support. We provide you with the flexibility to choose a solution that's right for your business needs and budget.

Customers trust us to protect more data than anyone else on earth. We offer more ways than anyone in the industry to protect and archive all of your data relative to its retention and recovery requirements and at the right cost.

Engage the storage experts

Sun StorageTek service professionals help you address storage challenges by delivering integrated services and solutions that optimize and manage storage performance over the life of your data. Our recognized, world-class service and customer care give you confidence that your technology investment is protected and that your business will be responsive to change. To help you pinpoint opportunities to reduce costs, mitigate business risk, and better leverage information assets, our consulting and managed services offerings deliver clarity, simplicity, and choice in solutions that address regulatory concerns, complex storage growth, resource management, and scalability challenges. Covering over 125 countries, more than 2100 dedicated storage service professionals can help you gain and sustain measurable results with the reliability and flexibility that you require.

Industry leaders urge tape encryption

“Iron Mountain ... is recommending that companies encrypt backup tapes containing personal information, but take care to incorporate encryption in a way that does not compromise their overall disaster recovery plans.”

— Richard Reese, Chairman and CEO, Iron Mountain

“Encrypt your backup tapes. It's smart, it's easy, it's cheap, and it'll keep you out of jail.”

— Steve Duplessie, Founder, Enterprise Strategy Group