



## Safend Protector 3.2 FAQ

### 1. What does Safend do?

Safend is a leading provider of Endpoint Information Leakage Prevention solutions that protect against corporate data loss via physical, wireless, and removable media ports while ensuring compliance with regulatory data security and privacy standards. Safend's Solutions protect corporate IP, trade secrets, sensitive customer and employee data as well as maintain an optimal balance between productivity and information security.

### 2. How significant is the threat of information leakage at the endpoint?

While most organizations adequately protect Internet connections via TCP/IP ports (e.g. Firewalls), the protection of information stored at endpoints is often overlooked. Given that there are at least 26,000 different USB products available today and WiFi use is on the rise, the problem of securing company laptops and PCs from information theft, data loss and malicious attacks continues to challenge IT administrators.

Recent research points to the necessity of incorporating adequate endpoint security policies into an overall information security strategy:

- 60% of all confidential corporate data resides unprotected on endpoints [IDC Research]
- 62% of organizations cite data residing on PCs, and laptops and mobile field devices as the primary venues through which data are being lost [IT-Policy Compliance Group]
- 37% of businesses reported the disclosure of company information via USB drives in the past 12 months [Yankee Group 2005 Security Leaders and Laggards Survey]
- 70% of security breaches that involve losses over \$100,000 are perpetrated from inside the enterprise [Vista Research]
- Apple has sold over 100 million iPods to date, some of which can store 60GB of data [SRG Data]
- USB-enabled electronics devices annual shipments will double from 1.4 billion in 2005 to 2.8 billion in 2010 [In-Stat]

### 3. What is Safend Protector?

Safend Protector is a software solution that protects sensitive and confidential corporate data residing on the endpoint from theft or loss by monitoring real-time data traffic and applying customized, highly-granular security policies over all physical, wireless and storage interfaces. These interfaces include USB, Firewire, PCMCIA, wireless access points including WiFi, Bluetooth and IrDA, and removable storage devices such as CD/DVD-RWs, iPods, and flash drives. Safend Protector also offers protection from hardware keyloggers, anti-network bridging capabilities and media encryption features.

### 4. What new features does Safend Protector 3.2 offer? Why are they important?

Safend Protect v3.2 introduces three new key features: file-type control, CD/DVD white list creation, and tracking offline usage of removable storage devices.

**File-Type Control-** Safend Protector features the ability to analyze files as they are transferred to/from external storage devices and block or authorize them based on their "type". This technology allows for the classification of files by inspecting the file header contents rather than just file extensions, preventing users from attempting to bypass the protection by renaming the file extensions.

This capability adds another layer of information leak prevention, reduces the risk of malware introduction, and prevents the introduction of inappropriate content to the enterprise.

**CD/DVD Media White Lists-** Safend Protector 3.2 includes the ability to white-list specific CD/DVD media, providing better control of the usage of CD/DVD drives. This feature recognizes a unique fingerprint identifying the data on each medium. Any changes made to the data will revoke its fingerprint and will remove the medium from the white list. The list of approved media is maintained by the administrator and may include software installation

CDs or media with approved content. Access is limited to read-only mode so that information remains unchanged following authorization, reducing the threat of malware introduction via CD/DVDs.

**Track Offline Usage of Removable Storage**-Safend Protector 3.2 tracks file transfers to/from Safend encrypted corporate devices on non-corporate computers (offline) and logs the user's actions once the device is reconnected to the network.

**Interface to Content Inspection**- This feature is available as an add-on to Safend Protector 3.2 and was developed through a partnership with Websense. The content inspection tool takes file type control a step further, examining files that are downloaded from an endpoint to an external storage device. If sensitive data is detected, the user is notified that this file should not be downloaded and a trace log is created for the administrator that details the potential data breach.

**Additional new features include:**

- Internal port monitoring - alerts are issued when internal configurations changed
- Direct policy distribution from server to endpoints
- Novell eDirectory synchronization
- Connection to existing Microsoft SQL (MSSQL) database
- Encryption enhancements
- Additional burning formats
- Management console enhancements

**5. In addition to the new features listed above, in what way is Safend Protector 3.2 better than competing solutions?**

Safend Protector 3.2 enjoys several advantages over other endpoint security products:

- *Granular control* -- detects and restricts devices by device type, device model or unique serial number
- *WiFi Granular Policy* – Safend Protector offers granular, flexible WiFi control by MAC address, SSID, or the security level of the network.
- *Windows Vista™ Support*- Safend Protector is fully compatible with the Windows Vista Operating System.
- *Keyloggers* – Safend is the only vendor to provide protection against both USB keyloggers and PS2 keyloggers.
- *Certifications* – Safend is the only solution with WHQL, OPSEC, and NAC compatibility certifications.

**6. What is the price of Safend Protector 3.2?**

Pricing for Safend Protector 3.2 starts at \$32 per seat on a minimum sale of 25 endpoints, scaling down to reach \$13 per seat at 10,000 seats and higher.

Content inspection tool is available as an add-on feature at \$5 per seat.

**7. How is the solution being sold?**

Safend Protector 3.2 can be purchased through Safend authorized partners or by contacting Safend directly at [sales@safend.com](mailto:sales@safend.com)

For more information on Safend and its solutions, visit [www.safend.com](http://www.safend.com).

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