



KeySecurity as a Service So geht's!

Thales Data Protection On Demand
&
CipherTrust Data Security Platform

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About: Thales

Thales Global Business Areas



#1

Worldwide in data protection

#2

Worldwide in civil satellite systems

#2

Worldwide in rail signaling

#1

Worldwide in air traffic management

#2

Worldwide in inflight entertainment

#3

Worldwide in commercial avionics

#1

European provider of advanced sensors

#1

Worldwide in safe & smart airport solutions



Over **80,000** employees



68 Countries
Global presence



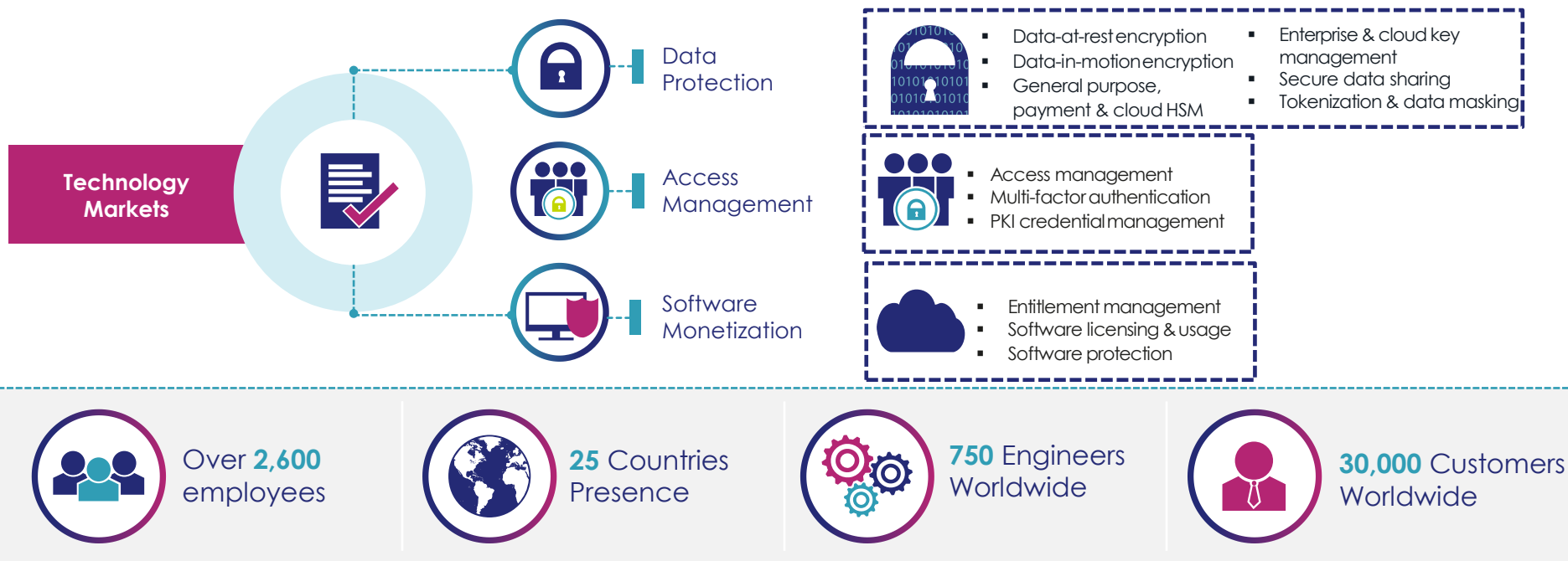
1bn € Self-funded R&D*

*Does not include externally financed R&D



Sales in 2023
17,6bn €

About: Thales Cloud Protection & Licensing (CPL) Business Line



Leadership in Data Security among others

Thales' technologies and services help secure **more than 80%** of the world's payment transactions and the most valuable corporate and government information



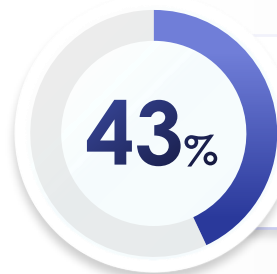
Markets, Targets & Business drivers



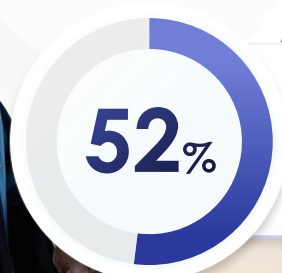
Complexity translates to poor visibility, security and control



of organizations know where all of their sensitive data is stored



of sensitive data in the cloud is unencrypted



of all data within organizations remains unclassified



of organizations control the keys to their encrypted data in the cloud



Thales Data Protection on Demand (DPoD)

General Intro & New features !



What is Data Protection on Demand (DPoD)

Thales Data Protection On Demand is a fully Thales managed and operated **cloud platform** providing a **Cloud HSM Service** and **Data Encryption and Encryption Key & Cloud Key Management services** through an online marketplace

With Thales Data Protection On Demand,
data security is made **simpler, easier to manage** and, more **cost effective**

Designed for partner GTM;
multi-tier / multi-tenant

As-a-Service offer;
Scale capacity as needs change

No upfront investments;
OpEx based, free POC

No hardware or software to deploy*;
Service provisioning in minutes

Cloud / environment agnostic;
Single panel of glass,
app / data portability

*except e.g. encryption related client software

Where to Use?

Luna Cloud HSM Service (Hardware Security Module)

HSM Root of Trust
300+ integrations supported !

Key Export
Export high quality private asymmetric keys e.g. into IoT devices

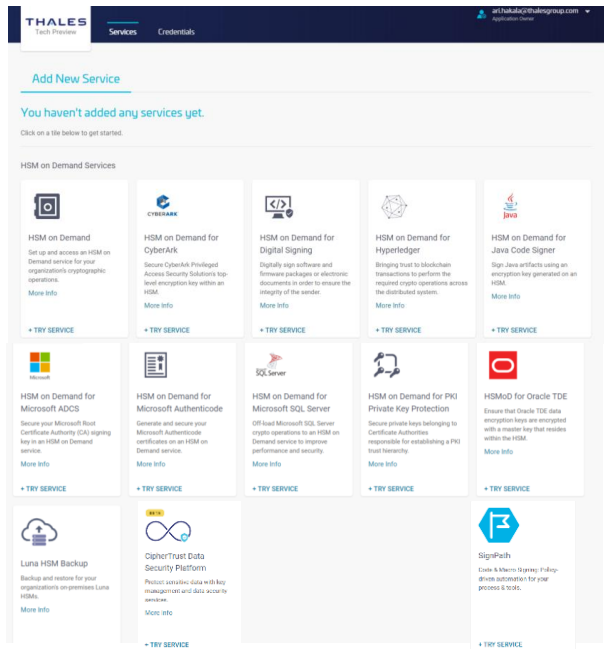
Hybrid HSM
Unique ability to combine on-premise Luna HSMs with Luna Cloud HSM for a variety of use cases. E.g. back-up, HA group, key migration etc

CipherTrust Data Security Platform as a Service (CDSPaaS)

Cloud Key Management
Secure your cloud keys! Widest range of integrations to Cloud & SaaS environments for key management (HYOK, BYOK!)

Encryption Key Management
Secure & manage the lifecycle of keys for a wide range of integrations with storage, server, database etc vendors.

Data Encryption
Protect data wherever it resides!
(Network, Application, Database, File System)



3rd party partner

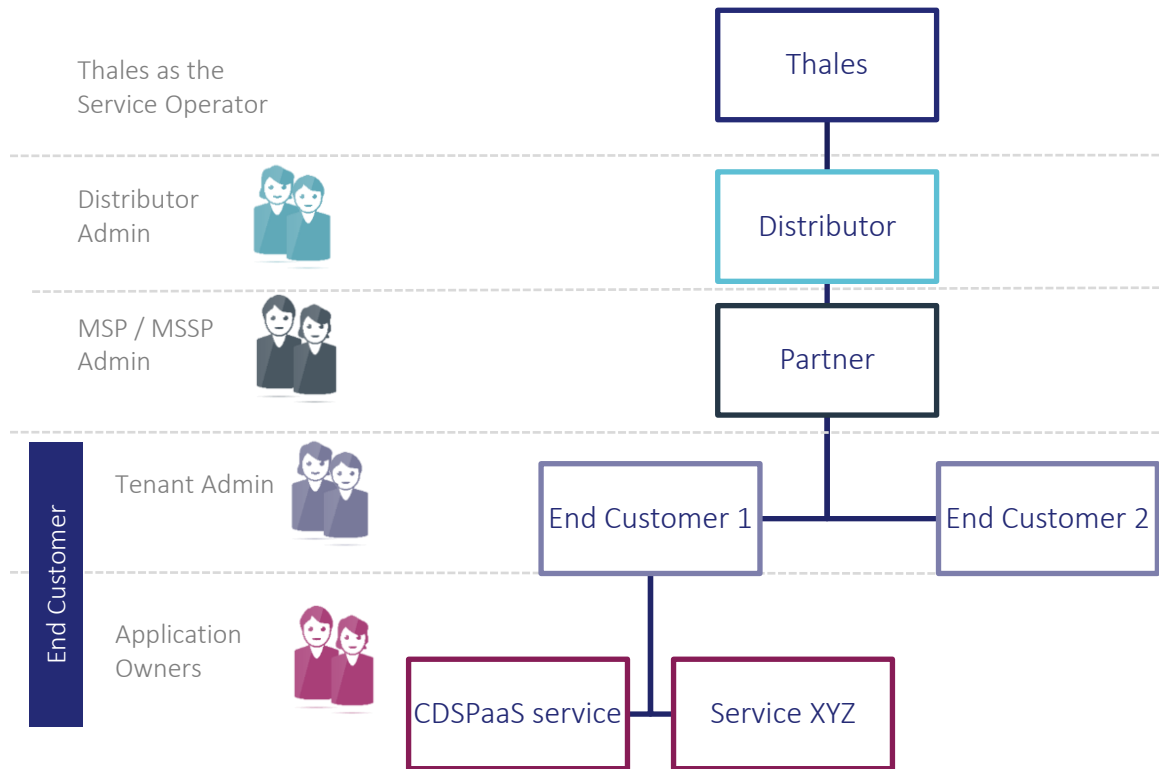
services / integrations
THALES GROUP LIMITED DISTRIBUTION - SCOPE

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Multi-Tier, Multi-Tenant

You will have your own DPoD tenant

- Manage your own Keys / Secrets with ease of As-a-Service offer
- Only you have access to your key material
- Each tenant fully segregated from each other



The DPoD Marketplace

The screenshot displays the THALES DPoD Marketplace interface. At the top, there's a navigation bar with 'THALES Tech Preview' on the left, 'Services' and 'Credentials' in the center, and a user profile 'ari.hakala@thalesgroup.com Application Owner' on the right. Below the navigation bar, a 'Add New Service' link is visible. A message states 'You haven't added any services yet.' with a prompt to 'Click on a tile below to get started.' The main section is titled 'HSM on Demand Services' and features a grid of service tiles. Each tile includes an icon, a title, a brief description, a 'More Info' link, and a 'TRY SERVICE' button. The services shown are: 1. HSM on Demand (general), 2. HSM on Demand for CyberArk, 3. HSM on Demand for Digital Signing, 4. HSM on Demand for Hyperledger, 5. HSM on Demand for Java Code Signer, 6. HSM on Demand for Microsoft AD/CS, 7. HSM on Demand for Microsoft Authenticode, 8. HSM on Demand for Microsoft SQL Server, 9. HSM on Demand for PKI Private Key Protection, 10. HSMoD for Oracle TDE, and 11. Luna HSM Backup.

THALES
Tech Preview

Services Credentials

ari.hakala@thalesgroup.com
Application Owner

[Add New Service](#)

You haven't added any services yet.

Click on a tile below to get started.

HSM on Demand Services

- HSM on Demand**
Set up and access an HSM on Demand service for your organization's cryptographic operations.
[More Info](#)
- HSM on Demand for CyberArk**
Secure CyberArk Privileged Access Security Solution's top-level encryption key within an HSM.
[More Info](#)
- HSM on Demand for Digital Signing**
Digitally sign software and firmware packages or electronic documents in order to ensure the integrity of the sender.
[More Info](#)
- HSM on Demand for Hyperledger**
Bringing trust to blockchain transactions to perform the required crypto operations across the distributed system.
[More Info](#)
- HSM on Demand for Java Code Signer**
Sign Java artifacts using an encryption key generated on an HSM.
[More Info](#)
- HSM on Demand for Microsoft AD/CS**
Secure your Microsoft Root Certificate Authority (CA) signing key in an HSM on Demand service.
[More Info](#)
- HSM on Demand for Microsoft Authenticode**
Generate and secure your Microsoft Authenticode certificates on an HSM on Demand service.
[More Info](#)
- HSM on Demand for Microsoft SQL Server**
Off-load Microsoft SQL Server crypto operations to an HSM on Demand service to improve performance and security.
[More Info](#)
- HSM on Demand for PKI Private Key Protection**
Secure private keys belonging to Certificate Authorities responsible for establishing a PKI trust hierarchy.
[More Info](#)
- HSMoD for Oracle TDE**
Ensure that Oracle TDE data encryption keys are encrypted with a master key that resides within the HSM.
[More Info](#)
- Luna HSM Backup**
Backup and restore for your organization's on-premises Luna HSMs.
[More Info](#)

Easy for You to consume the DPoD Services

- Click a service tile and follow guided steps to deploy the service, supported by automation & documentation
- Buy new service tiles when needed, scale up your usage as your needs grow
- Enhance the security of your applications / data in cloud, on premise and hybrid environments



CDSP aaS Intro



In production now with
CipherTrust Cloud Key Management (CCKM)



Other connectors to follow (CTE, KMIP etc)

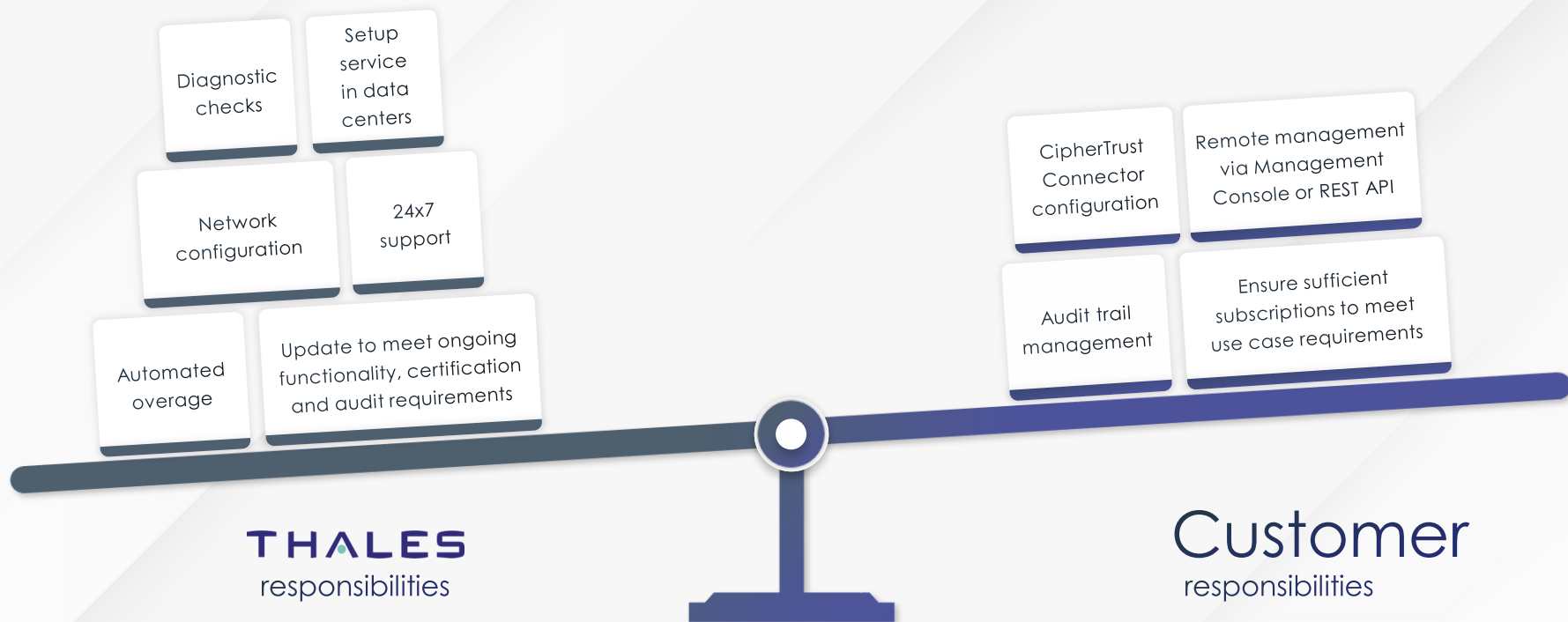
Fully managed and
operated Service Offering
from Thales

User interface /
experience the same as
with on-premise CDSP

Each customers CipherTrust service
will be automatically rooted into a
dedicated DPoD HSM service

Automatic scaling with High-
Availability & Disaster Recovery
build into the service

CDSP aaS; Shared responsibility



Site locations CDSP Service

Site locations (GCP): CDSP aaS

➤ Europe

- Primary: Europe-West3 (Frankfurt)
- DR: Europe-West1 (Belgium)

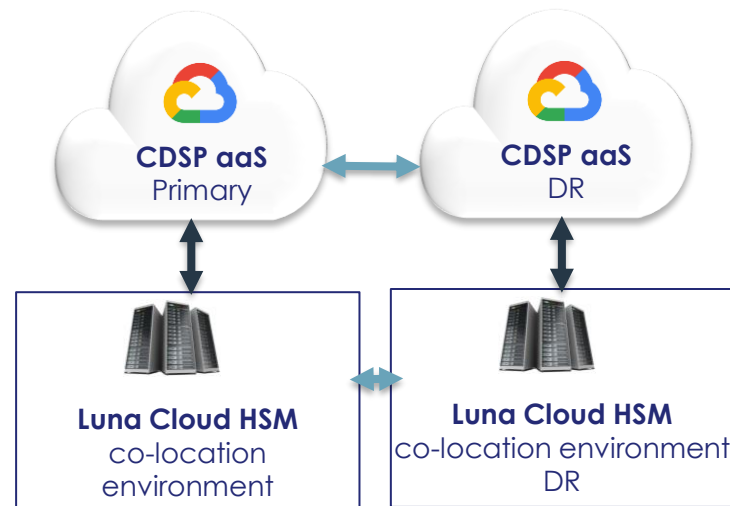
➤ Noram

- Primary: US-East1 (South-Carolina)
- DR: US-East4 (Ashburn, VA)

Site locations (co-lo): DPoD HSM RoT

- https://thalesdocs.com/dpod/resources/white_papers/platform_white_paper/index.html#thales-dpod-data-centers
- EMEA DR site being moved into Europe (target in Q1/24)

Applicable to both Noram and Europe instances, but completely separated from each other



Differences relative to on-premises installations



Subscription rather than ownership model



Offload key management appliance administration (clustering, backups)



Scalable to meet changing performance and capacity requirements



Meets ISO 27001 and SOC2 certification requirements, auto-configured HSM root of trust

Which Hyperscaler are you using? Polling

Pricing model



CDSP as a Service Pricing Model

Service items (priced)

1. CipherTrust Key Management Service

- At least one needed

2. CipherTrust Cloud Key Management (CCKM subscription)

- As many can be used as needed
- Same licensing logic as with the on-prem CCKM

Other terms

- Minimum commitment of 1, 2 or 3 years = additional discounts
- Customers can purchase multiple CDSP service subscriptions for test environments or separation of use cases

List pricing

Subscription	Min Qty	Term
CipherTrust Key Management Service (KMS) (only 1 required)	1 (other instances for testing if needed etc)	(1 year minimum Term)
CipherTrust Cloud Key Management (CCKM) , Subscription	1	(1 Year minimum Term)

Testing / POC



■ 30 day free evaluation / POC tenants available

■ Available on all types of DPoD tenants

- Eval, prod, long term dev

■ If no DPoD tenant yet

- Register for the standard DPoD eval
 - Note: Can also be created by the partner directly!
- Europe: <https://thales.eu.market.dpondemand.io/signup/>
- Noram: <https://thales.na.market.dpondemand.io/signup/>

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Marketing Materials & Resources

www.thalesgroup.com



Resources for more information

New Content

[CipherTrust Data Security Platform
Customer Facing Sales Deck](#)

[CipherTrust Data Security Platform As-a-
Service Product Brief](#)

[CipherTrust Data Security Platform As-a-
Service Demo Video \[coming soon\]](#)

CDSPaaS information available on these sites / documents as well

[CipherTrust Key Management Services
Webpage](#)

[CipherTrust Data Security Platform
Webpage](#)

[CipherTrust Data Security Platform
Product Brief](#)

[CipherTrust Data Security Platform Data
Sheet](#)

[CipherTrust Cloud Key Management
Webpage](#)

[CipherTrust Cloud Key Management
Product Brief](#)

[DPoD Services Webpage](#)

CipherTrust Forrester TEI Study

[Forrester Study: The Total Economic
Impact of the Thales CipherTrust Data
Security Platform Study](#)

[Forrester ROI Estimator Tool](#)

[Forrester Study Customer Facing
Presentation](#)

[BrightTalk Webinar](#)





Thank You

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