

Data Security Strategy

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The New Enterprise Data Reality



Explosive Growth in Data Complexity & Volume

80–90% of enterprise data is now unstructured, scattered across servers, cloud, SaaS, and shadow IT

AI is accelerating this. Today, it is estimated that 90% of new data is AI-generated

Secrets, configurations, and sensitive content are buried in documents, emails, source code, and logs



Modern Risks Enterprises Now Face

Secrets Sprawl: Hardcoded keys, unmanaged API tokens, and untracked service accounts proliferate across DevOps pipelines and cloud environments

AI-Driven Risks: LLMs can inadvertently ingest sensitive or toxic data from enterprise file shares

Quantum Threats: Advances in quantum computing are threatening current encryption techniques



Why Legacy Models Fall Short

Traditional tools focus on structured data (e.g., databases), leaving unstructured files and application-level secrets blind

Siloed solutions (DLP, SIEM, IAM) don't adequately address unified visibility or lifecycle protection

Audit trails are incomplete, classification is inconsistent, and response time is too slow

Focus on Data Security



Deep Visibility

Enables comprehensive awareness of where sensitive data lives, how it moves, and who interacts with it—laying the groundwork for informed decisions and effective risk reduction



Risk Reduction

Ensures that potential threats are surfaced and prioritized in real time, allowing for faster, smarter responses and minimizing the chance of data exposure or misuse



Protect

Focuses on enforcing security at every point in the data lifecycle—through automation, integration, and resilience—so that data remains safe no matter where it resides or how it's used



Control

Brings order to complexity by governing data access and usage, ensuring that only the right people have the right permissions at the right time

The Evolution of Data Security Posture Management

Complimenting end-to-end visibility and control with appropriate protection and risk mitigation

Data Security Posture Management

Data Security Platform

Then

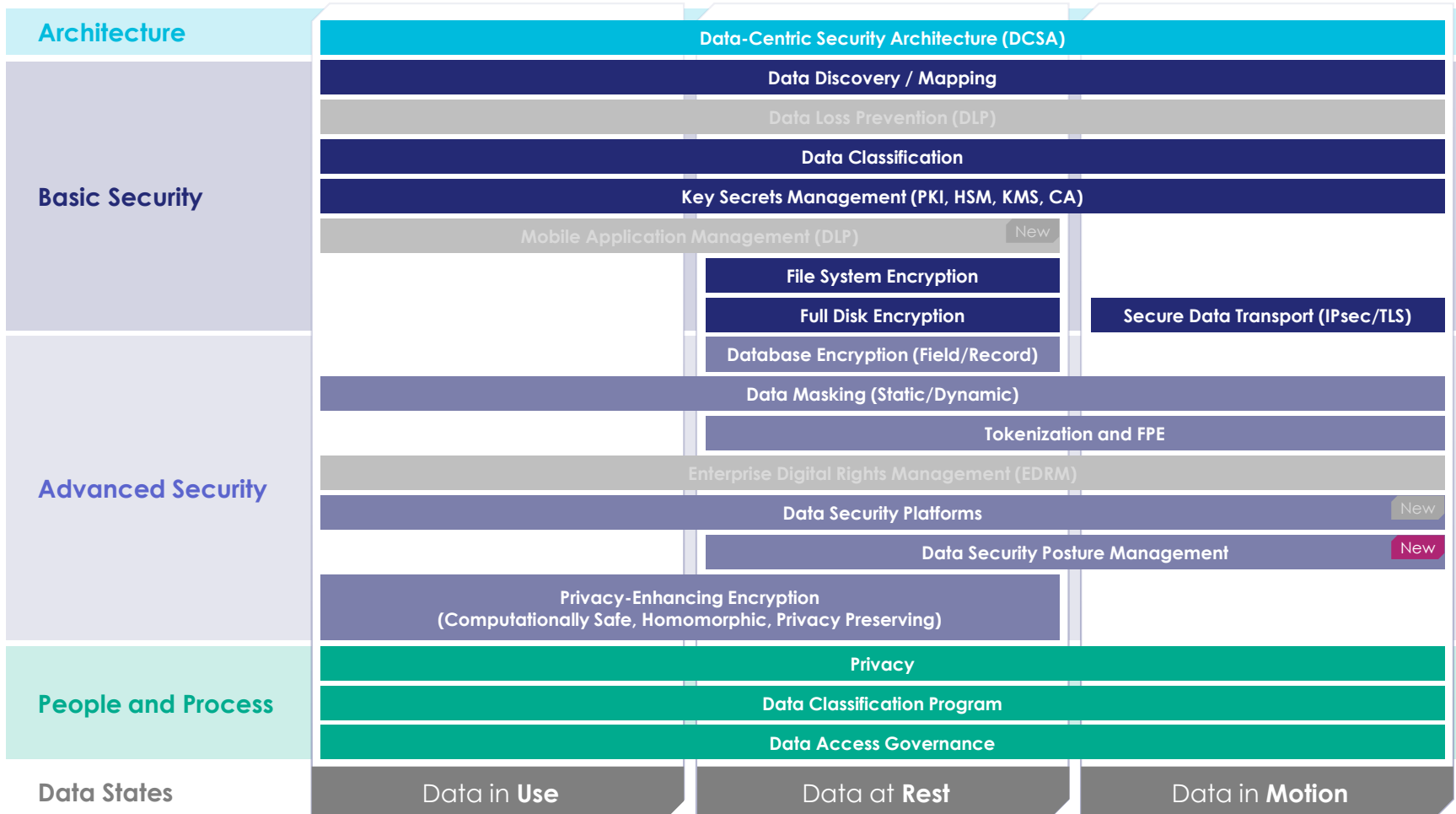
- « Data Discovery and Classification
- « Policy Definition and Enforcement
- « Encryption, Tokenization & Data Masking
- « Key and Secrets Management
- « Access Controls
- « Monitoring and Auditing

Now

- » Comprehensive Data Visibility
- » Risk Assessment and Posture Management
- » Access Governance
- » Automated Remediation
- » Integration with Security Ecosystems
- » Data Lineage and Flow Tracking

Gartner Definition of a Data Security “Stack” for Large Enterprises

GTP Data Security Core Topic Coverage



We cover 90% of these items today!

Partner Benefits



Trusted Advisor



One Data Security Platform Vendor

Data Activity Monitoring

Risk Analytics

Encryption / tokenization

Secrets / Key Management



Huge Technology Partner Ecosystem



Identity & Access Management

Thales Data Security Platform

Expanded Use Cases

Addressing more customer needs with
the broadest technology portfolio...



underpinned with
a foundation of trust.



Our Focus on Data Security and Key Investment Areas



Data Security Posture Management

Data Security Governance

POSITION CIPHERTRUST AS THE BENCHMARK FOR DSP
LEADERSHIP AND THE CATALYST FOR DSPM INNOVATION

2025 Data Security Products: Strategic Priorities



Unified Data Security Platform

Converge our capabilities into a single CipherTrust Data Security Platform

Deliver File Activity Monitoring (FAM) to market as our first Data Security Posture Management (DSPM) product offering



Next Generation HSM

Deliver our next generation quantum-safe General Purpose (and Payments) HSM

Tech Preview is available now



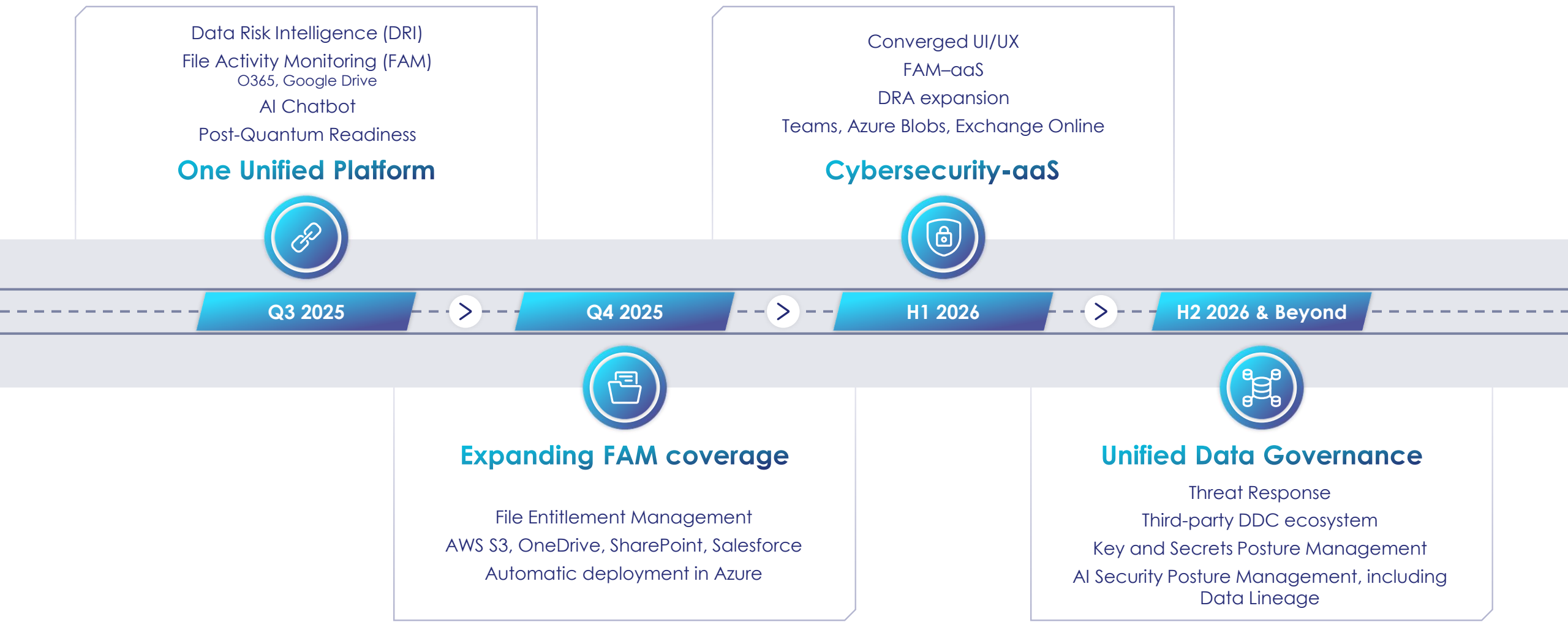
Hybrid Cloud Services

Expand our portfolio of cloud services, including HSM, CipherTrust and DSPM use cases

Deliver KMIP and TDE-aaS. Launch DSPM-aaS this year



CipherTrust Data Security Platform : Roadmap



The Importance of Monitoring Unstructured Data

High Risk of Leaks

Unstructured data often contains sensitive information (e.g., personal data, trade secrets, financial information) that can be easily exposed in the event of a breach



Compliance and Legal Risks

Regulations like GDPR, HIPAA, CCPA, and PCI DSS require organizations to secure sensitive data, much of which resides in unstructured formats (e.g., emails, contracts, health records)



Visibility Challenges

Unlike structured data (e.g., databases), unstructured data is scattered across multiple locations, including endpoints, file shares, collaboration tools, and cloud services



OVER
80%

of enterprise data is unstructured



Insider Threats

Employees or contractors can unintentionally (or maliciously) expose or misuse unstructured data stored in shared drives, emails, or local machines

Missed Opportunities

Unstructured data isn't just a security risk — managed properly, it becomes a strategic asset; left unsecured or unmonitored, businesses miss chances to gain valuable insights



76%

of IT leaders say they don't have complete visibility into where sensitive unstructured data lives*



*BusinessWire

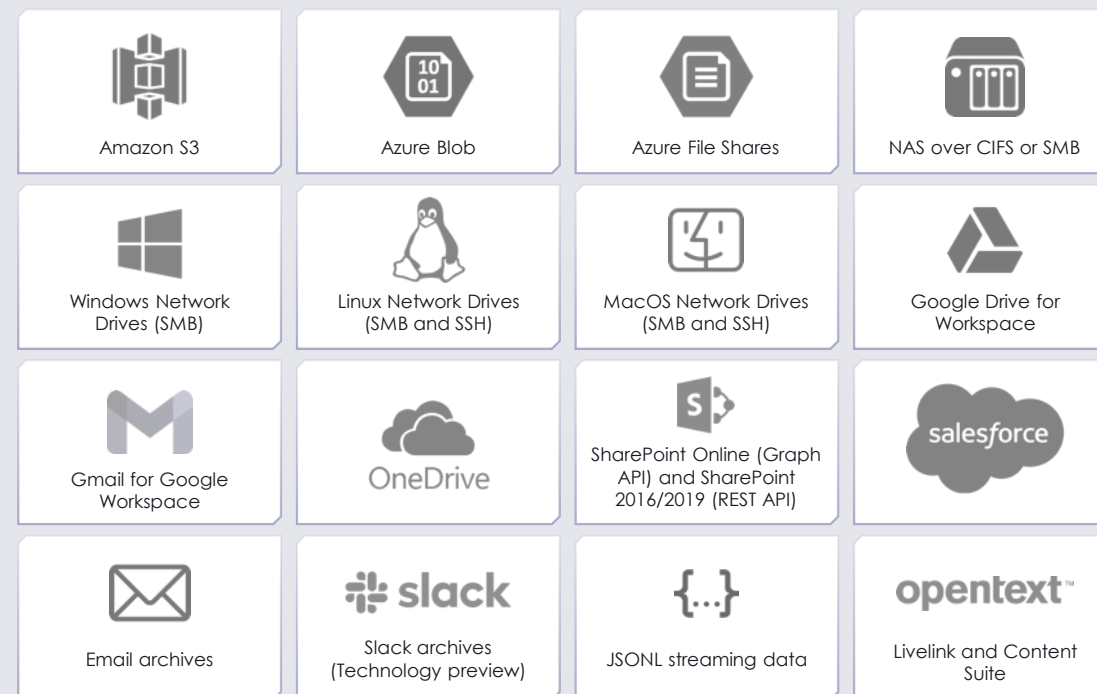
The Challenge of Monitoring to Unstructured Data

Historically, unstructured data has not been monitored because it lacks a consistent format, making it harder to classify, analyze, and secure with traditional tools

Structured Data Activity Monitoring

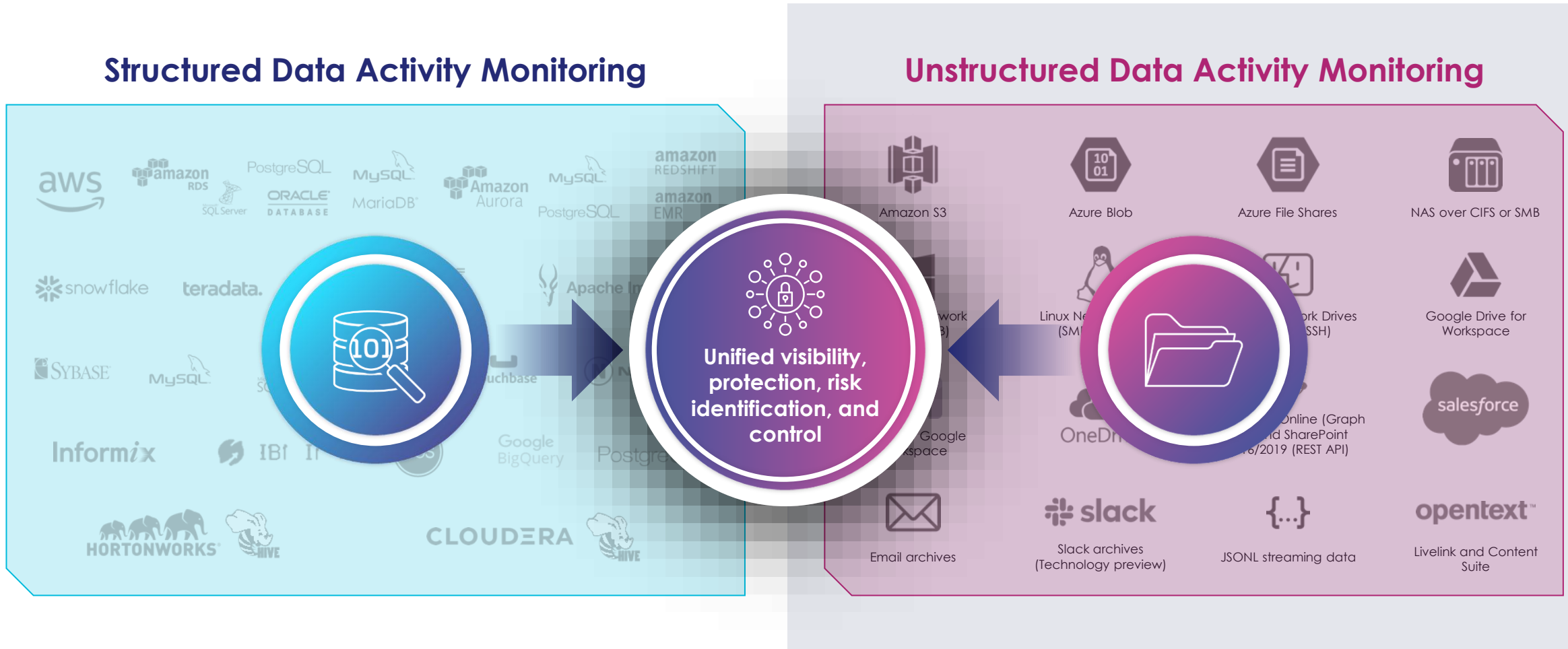


Unmonitored Unstructured Data



Extending Data Activity Monitoring to Unstructured Data

Unstructured data that was previously unmonitored can now be effectively tracked and audited



Introducing Thales File Activity Monitoring (FAM)

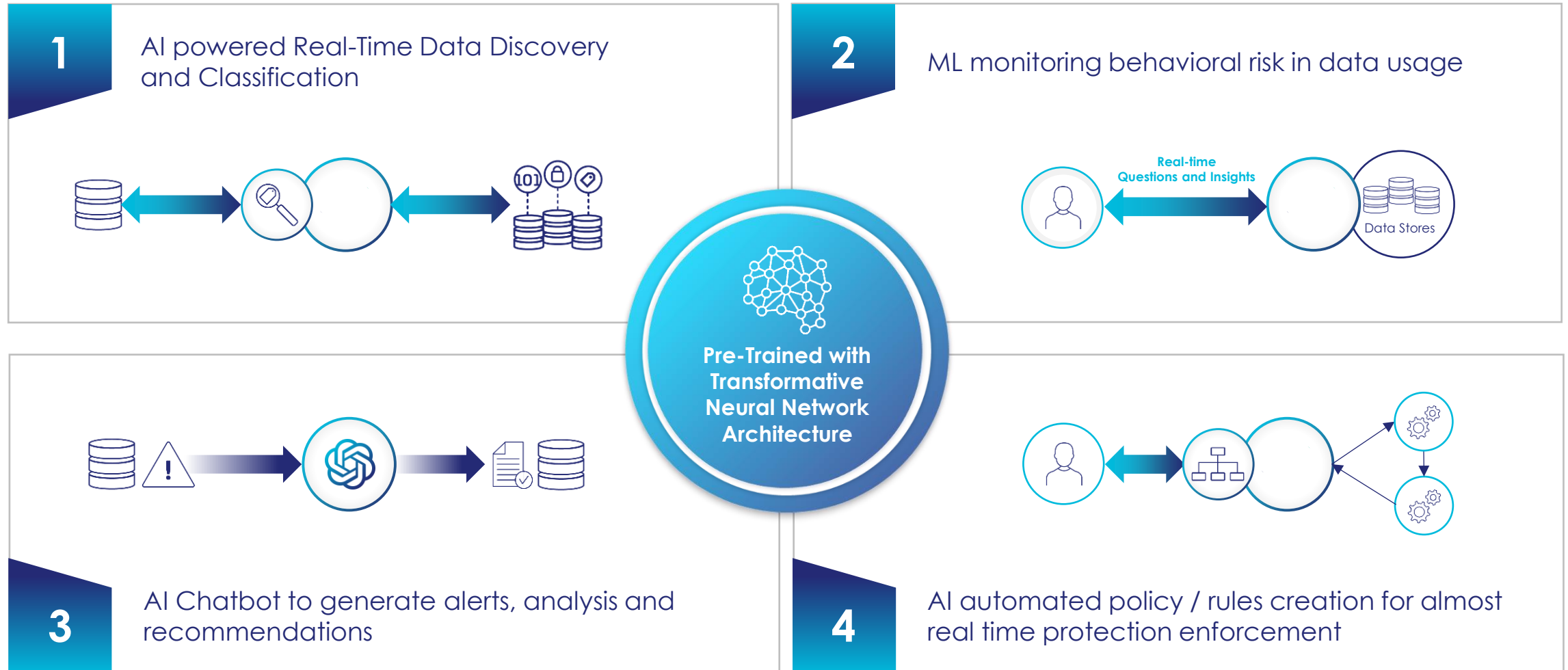
CipherTrust is the only platform from a single vendor that protects ALL data in the organization – structured, semi-structured, and unstructured



File Activity Monitoring Video



AI-Powered Security and Compliance Automation



DRI: Customize Risk Score According to Organization's Practice

Transparent Insights | Adjustable Weighting | Customizable Feeds | Eco-system (Zero Trust Integration)



Tackling Key and Secret Sprawl

Centralized secrets management for multiple cloud platforms and on-prem environments

Cloud provider solutions lack cross-platform support and central lifecycle control, creating gaps in coverage



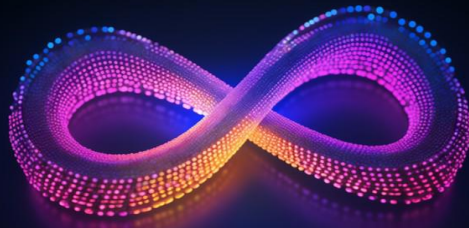
Coverage Across Environments

Support hybrid and multicloud environments, enabling secure management of all secret types—static, rotated, and dynamic—across cloud, on-prem, and DevOps ecosystems



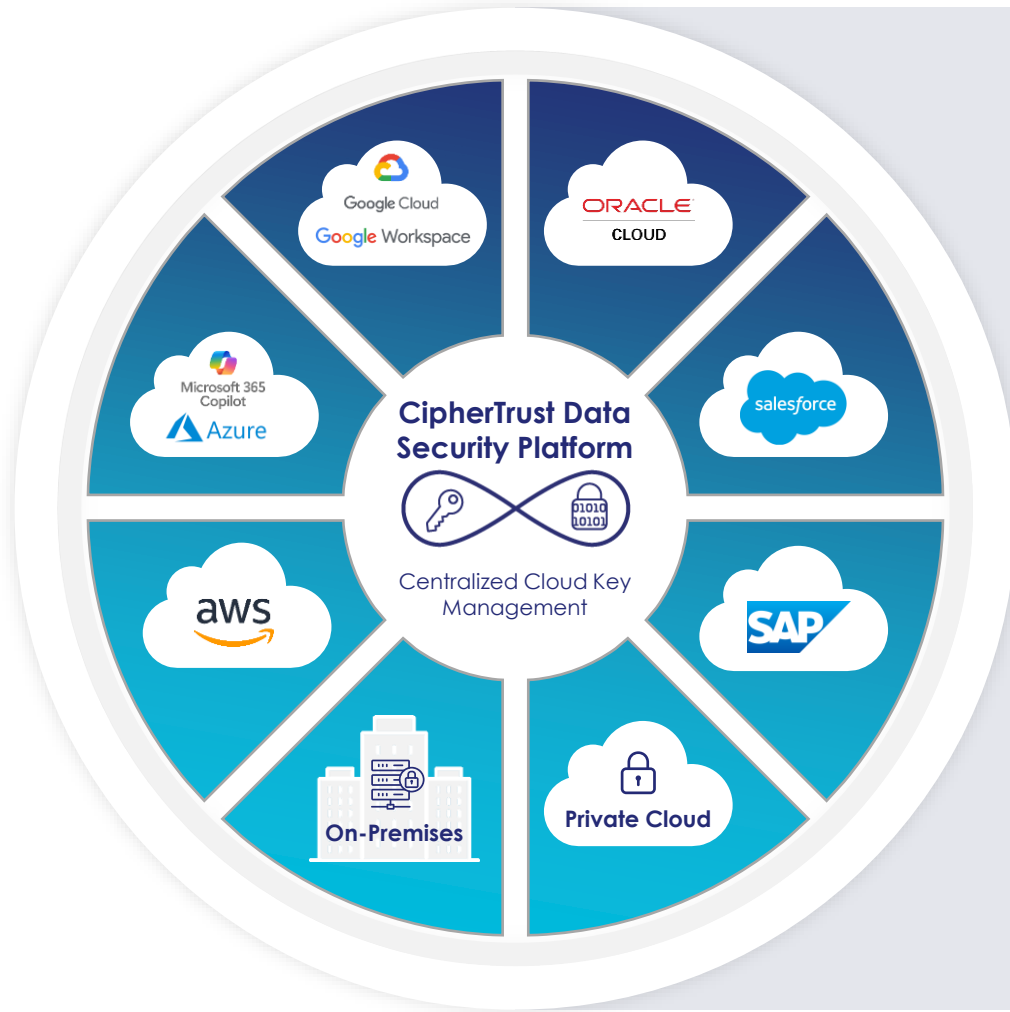
Full Control and DevOps Integration

Secrets (and keys) managed consistently, seamless DevOps tool integration, and Just-in-Time secret creation—eliminate secret sprawl and embed security into CI/CD pipelines



Data Security Posture Management is most effective when embedded into CI/CD workflows, infrastructure provisioning, and runtime environments—not bolted on after deployment

Supported Cloud and Key Management Ownership Models



	Increasing Customer Control		
	Native	BYOK	HYOK
Amazon Web Service (AWS) KMS	✓	✓	
AWS Cloud HSM	✓		
AWS XKS			✓
AWS China	✓	✓	
AWS GovCloud	✓	✓	✓
Google Cloud Platform CMEK	✓	✓	
Google Cloud Platform EKM			✓
Google Cloud Platform EKM UDE			✓ ¹
Google Workspace CSE			✓
Microsoft Azure Cloud	✓	✓	
Microsoft Azure China	✓	✓	
Microsoft Azure GovCloud	✓	✓	
Microsoft Azure Managed HSMs	✓	✓	
Microsoft 365		✓	✓ ²
Oracle Cloud Infrastructure	✓	✓	✓
Salesforce.com	✓	✓	✓ ³
Salesforce Sandbox	✓	✓	✓ ³
SAP Data Custodian	✓	✓	✓

¹ HYOK for Confidential Computing; ² Microsoft Double Key Encryption (DKE); ³ Cache Only Key Service.

Journey to Post-Quantum Safety



Post-Quantum Data Security Posture Management



Quantum Threat is Real & Imminent

Harvest Now, Decrypt Later (HNDL) attacks are already occurring;
NIST released the first PQC standards in August 2024, urging immediate transition

Benefits of Early Adoption

Minimize disruption, ensure regulatory compliance, reduce risk, and protect sensitive data by preparing cryptographic infrastructure in advance

CipherTrust: Rethinking DSPM for the AI & Quantum Era

Proactively manage and reduce data risk in a quantum and AI-driven world

Data Security Posture Management (DSPM) Use Cases



**Automate
Data
Discovery &
Classification**



**Access
Control**



**Security
Posture
Management**



**Risk
Prioritization &
Remediation**



Compliance



**Data Lifecycle
Monitoring**



**Key & Secret
Posture
Management**



**Post-Quantum
Posture
Management**



**AI Posture
Management**

Total Data Lifecycle Strategy

Visibility, classification, access tracking, and policy enforcement at every stage

From Tool Silos to Unified Data Awareness

A single interface to understand and secure data risk regardless of format or location

From Passive to Proactive

Real-time detection, risk scoring, and automated remediation, supported by AI-powered analysis

How We Are Winning in the Market – Common Use Cases



Digital Sovereignty

External Key Management
Multi-tenant per country or internal departments
Re-patriation of data



Centralized Key and Secrets Management Across Hybrid and Multi-clouds

Need for on-prem and cloud services



Insider Threat / Compliance Management

Monitoring on top of existing alerting (DLP) systems
Risk intelligence



Large Banks



Healthcare



Large Retail



Oil & Gas



Large Banks



Healthcare



Insurance

Readiness Starts Today

Ensure “Life-Cycle” Data Security

Safeguard sensitive data from creation to deletion by applying consistent visibility, classification, access controls, and policy enforcement across every stage of the data lifecycle

Discover and Secure Unstructured Data

Uncover hidden risks by identifying sensitive content buried in documents, emails, and source code, and apply appropriate controls to reduce exposure and meet compliance requirements

Harden Your Posture for a Post-quantum World

Proactively prepare for quantum-era threats by transitioning to quantum-safe encryption and securing long-lived, high-value data before adversaries can exploit future decryption capabilities





Thank you

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