



Simplyfing Data Leakage prevention

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Managing Data Loss Is an exercise in Risk Management

1

DLP Awareness (users and admins)

2

Classify and evaluate the risk

3

Control

4

Respond

The 4 Pillars

What is the purpose of a DLP



What	Another Tool or Governance approach
Why	Mandate, IP, Regulatory, Compliance
When	Immediately vs Planned
Where	Across the business, by geography
How	By policy, Training, Top-Down, Inter-organizational

The obvious

- Business Goals
- Company Primary IP
- Industry & Legal Requirements
- Corporate Security Policies
- New Projects rollout history

.... And not so obvious...

- Secondary IP concertns
- Business unit Practises & Repositories
- Varying adherence to Corporate Policy
- Exposed IP
- Extranet/Sharing Issues

Biggest Data Breaches



3 billion records



500 million records



143 million customers

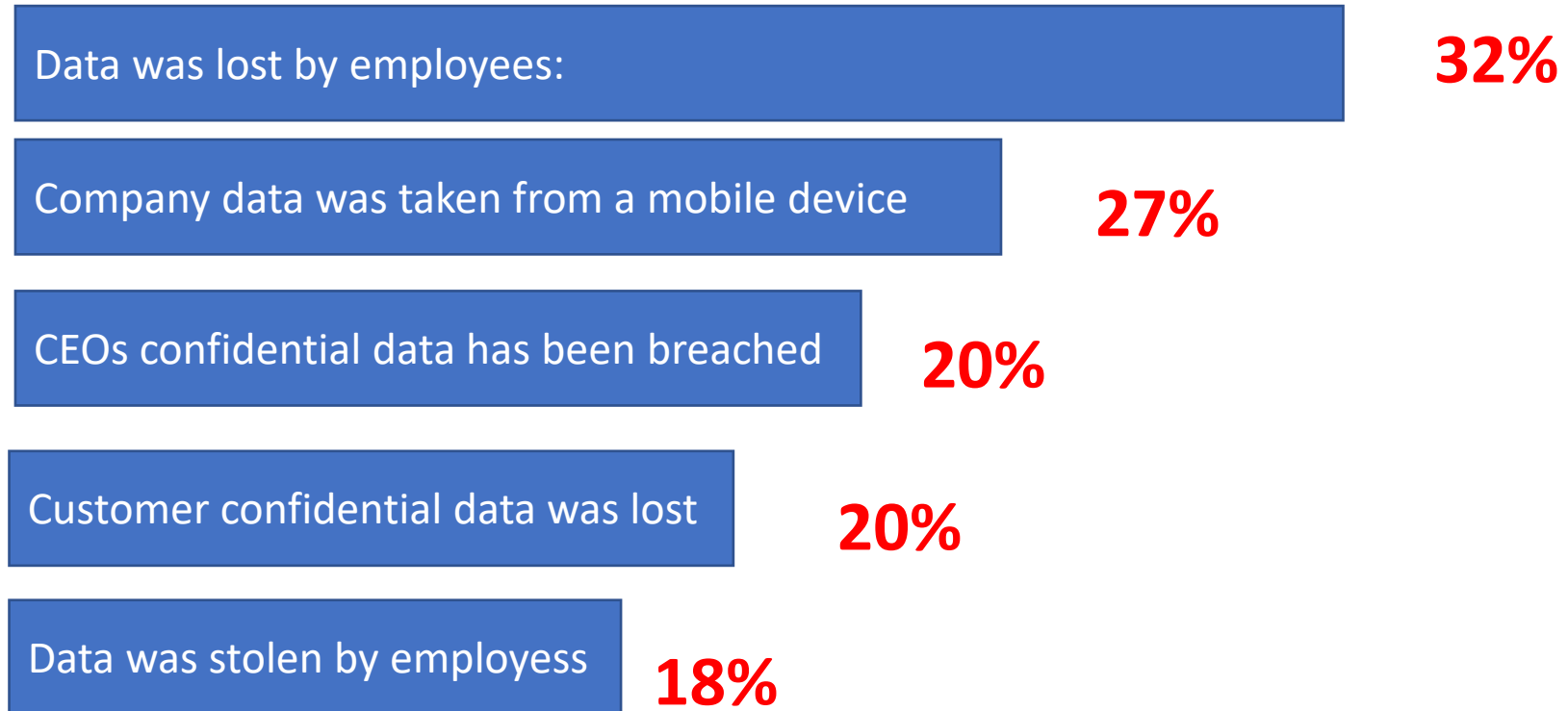


110 million customers



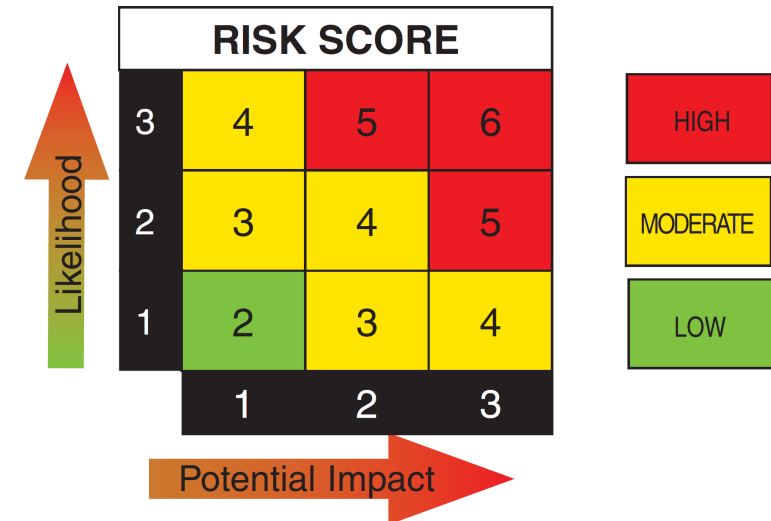
116 million customers

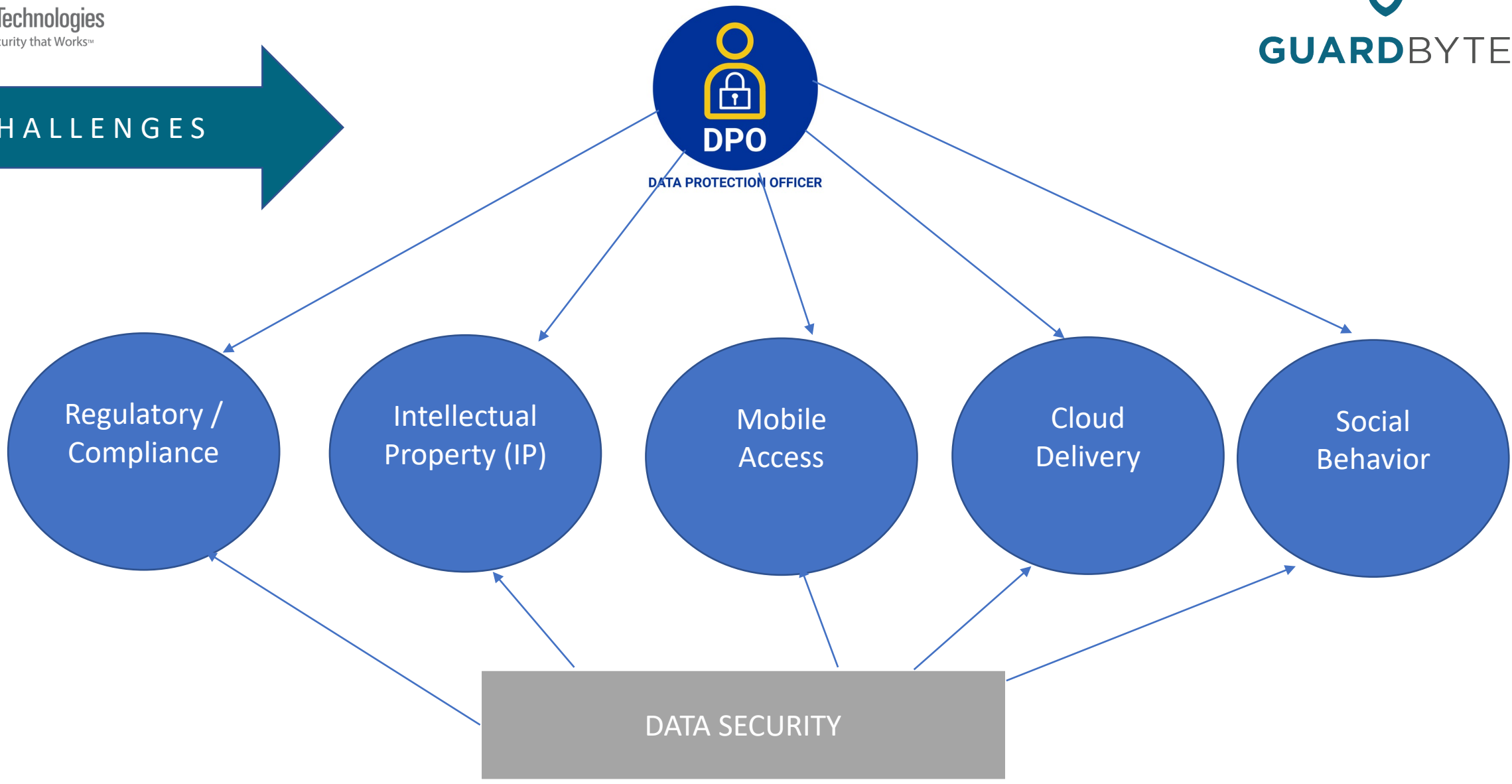
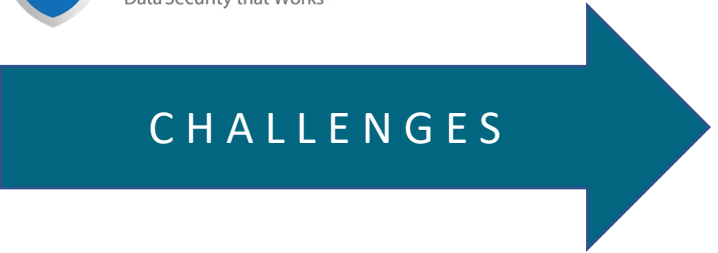
Which of the following occurred in your organization in the last 12 months?



We need to Classify and Evaluate the Risk

- Identify types of data you store
- Identify where you store it (cloud, mobile, etc)
- How is it used (listen to your users)
- Identify the level of risk of each (impact * likelihood)
 - Risk to customer
 - Risk to organization
- Review compliance requirements
- Document the matrix and decisions





Where do threats come from?

Malicious Outsider



Trusted Insiders



Common Business Problems

**Finding & securing
data everywhere**

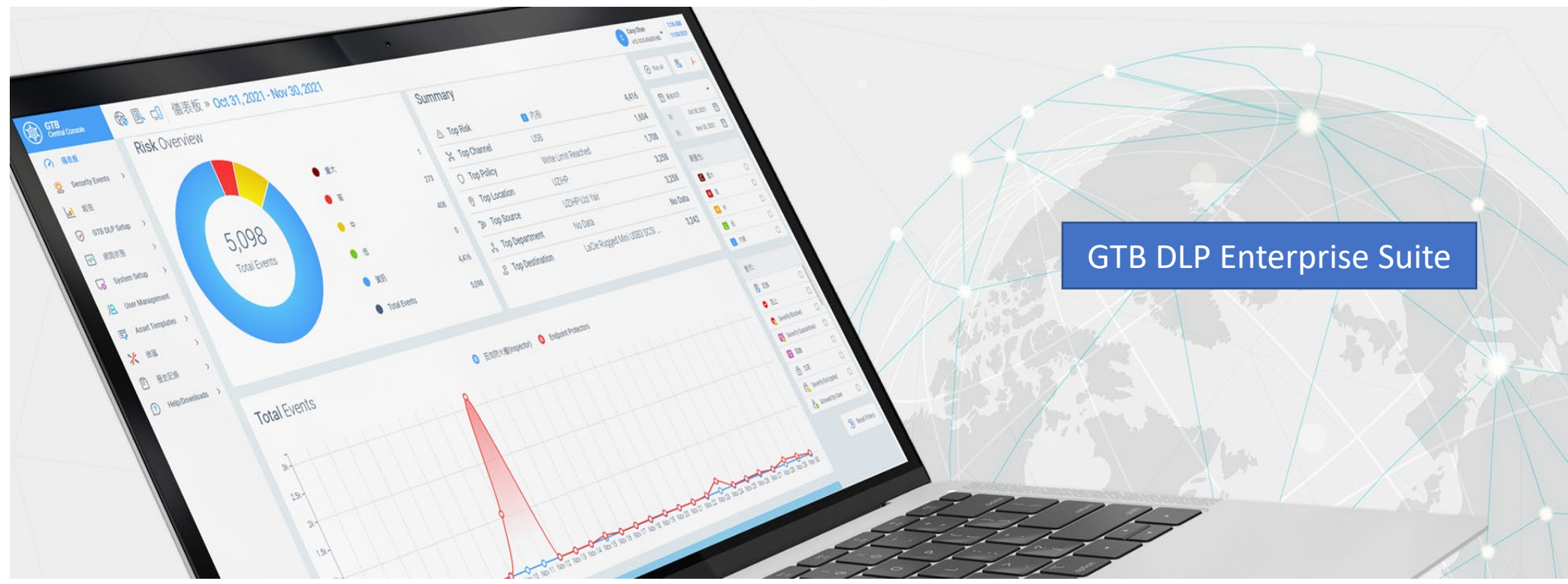
**Simplifying regulatory
compliance**

**Protecting data based
on user risk**

**Moving business apps
into the cloud**

**Securing data on
remote endpoints**







GTB Technologies
Data Security that Works™

- USA Based Company
- Founded in 2003
- DLP Leader according to Gartner.

Gartner
Peer Insights.

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GTB Technologies DLP Reviews

by GTB Technologies in Data Loss Prevention
4.9 ★★★★★ 69 Ratings

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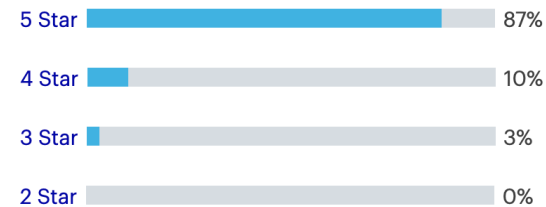
GTB Technologies DLP Ratings Overview

Review weighting ⓘ Reviewed in Last 12 Months [Email Page](#)

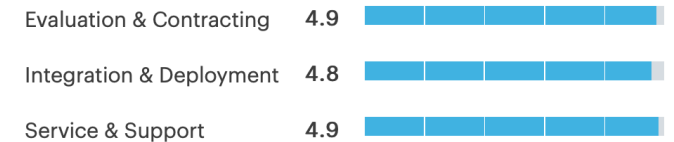
4.9 ★★★★★ 69 Ratings (All Time)

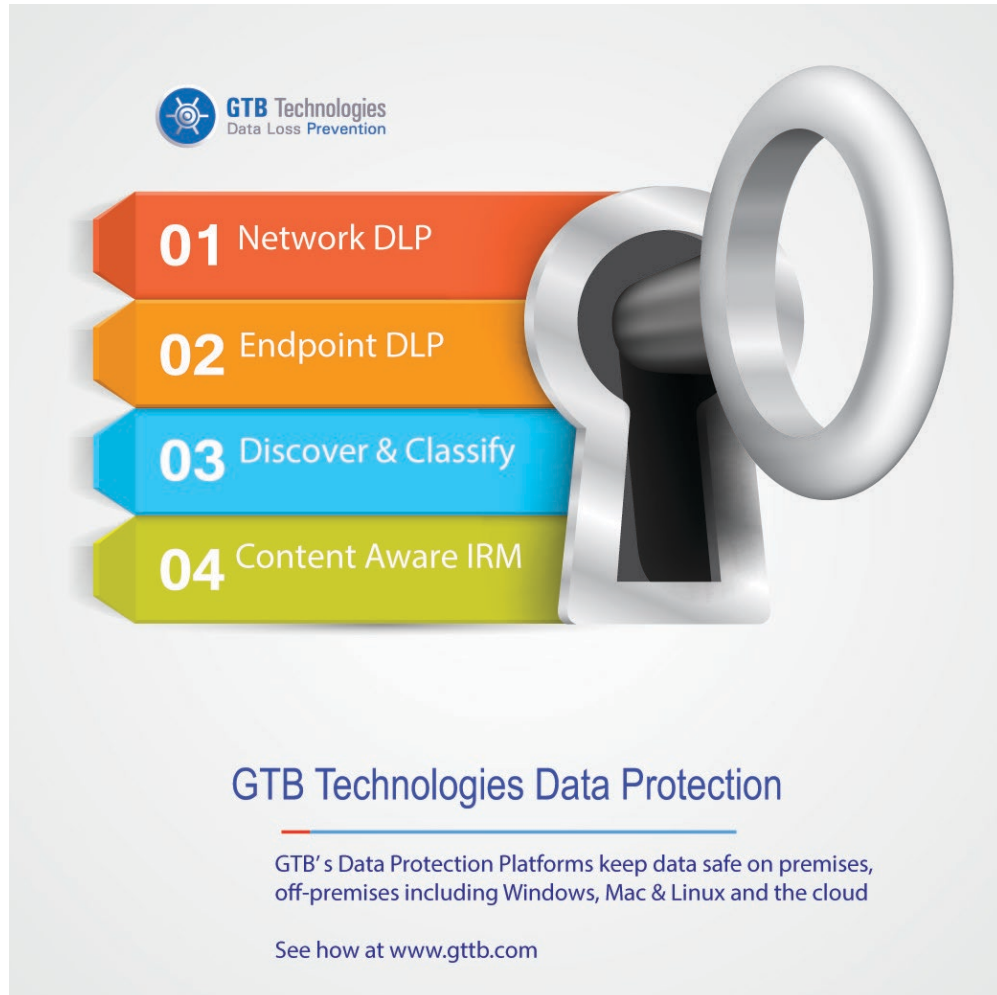
94% Would Recommend

Rating Distribution



Customer Experience





The graphic features a large silver key on the right side, with its shaft passing through four horizontal bars of different colors. From top to bottom, the bars are orange, yellow, blue, and green. Each bar contains a number and a text label. The top bar is orange and contains '01 Network DLP'. The second bar is yellow and contains '02 Endpoint DLP'. The third bar is blue and contains '03 Discover & Classify'. The bottom bar is green and contains '04 Content Aware IRM'. In the top left corner of the graphic, there is a small GTB Technologies logo and the text 'GTB Technologies Data Loss Prevention'. Below the key, the text 'GTB Technologies Data Protection' is written in a blue font. Underneath this, a thin blue line is followed by the text 'GTB's Data Protection Platforms keep data safe on premises, off-premises including Windows, Mac & Linux and the cloud'. At the bottom, the text 'See how at www.gttb.com' is displayed.

GTB Technologies
Data Loss Prevention

01 Network DLP

02 Endpoint DLP

03 Discover & Classify

04 Content Aware IRM

GTB Technologies Data Protection

GTB's Data Protection Platforms keep data safe on premises, off-premises including Windows, Mac & Linux and the cloud

See how at www.gttb.com

1

Accurate detection of Fingerprinted data (structured, semi & unstructured) on all modules.

2

Integrated content-aware classification system, many targets, including cloud storage.

3

OCR Capability for both Data in Motion & Data at Rest.

4

Native Cloud Scanners, for more than 75 cloud platforms.

5

Unique File Share Auditing that focused on the End User / File Share.

Where is my data?

Desktops,
Laptops,
Network
shares,
Databases

Who is sending my data?

Trusted
users,
Intruders,
Spyware,
Viruses

What data is sent?

PII
PHI
Source Code
Intellectual
Property

Who received my data?

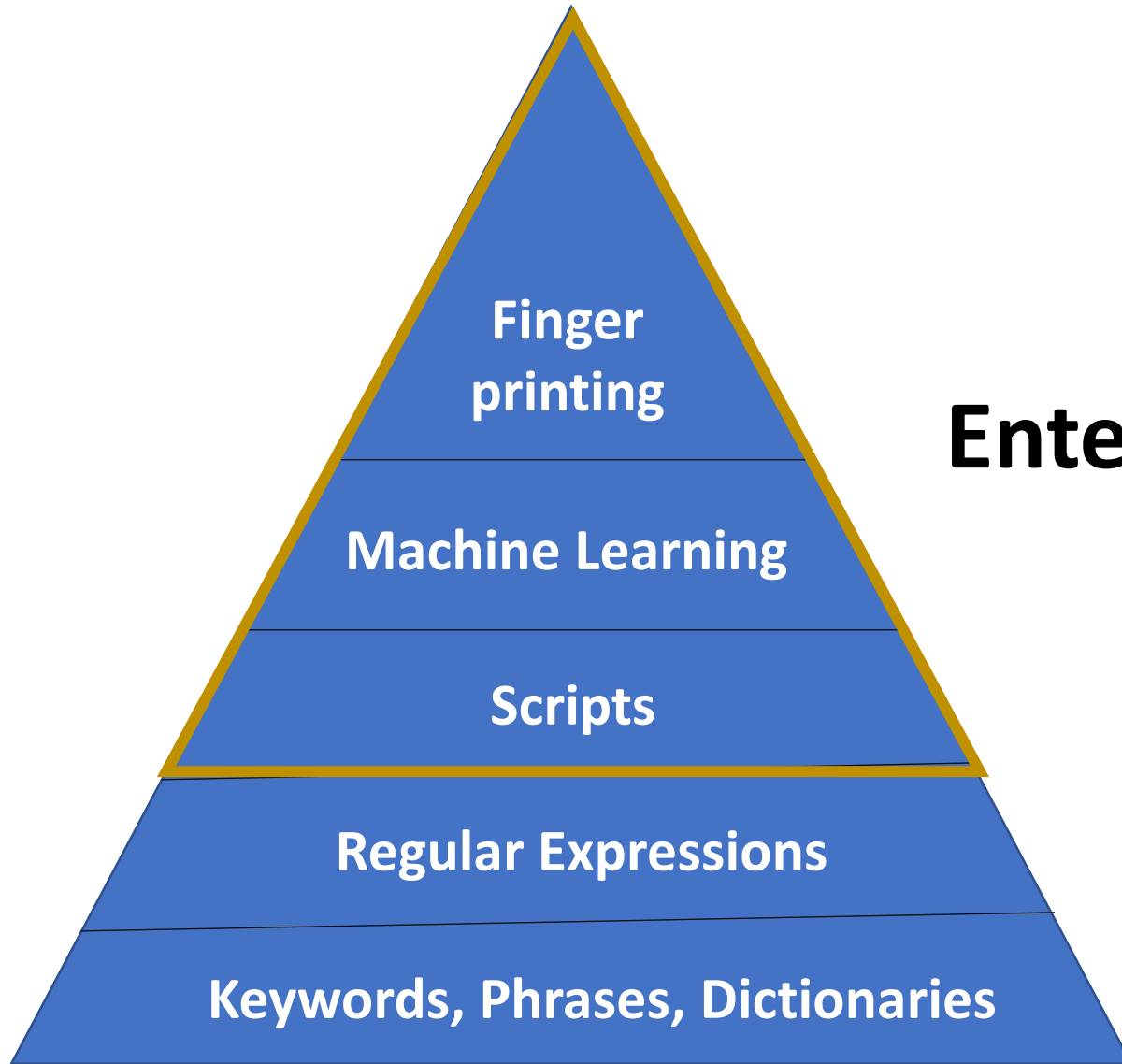
IP Address
Email
destination
Geographic
location

How do I protect my Data?

Cut/Copy
Paste
Print, Print
Screen
Access File
Removable

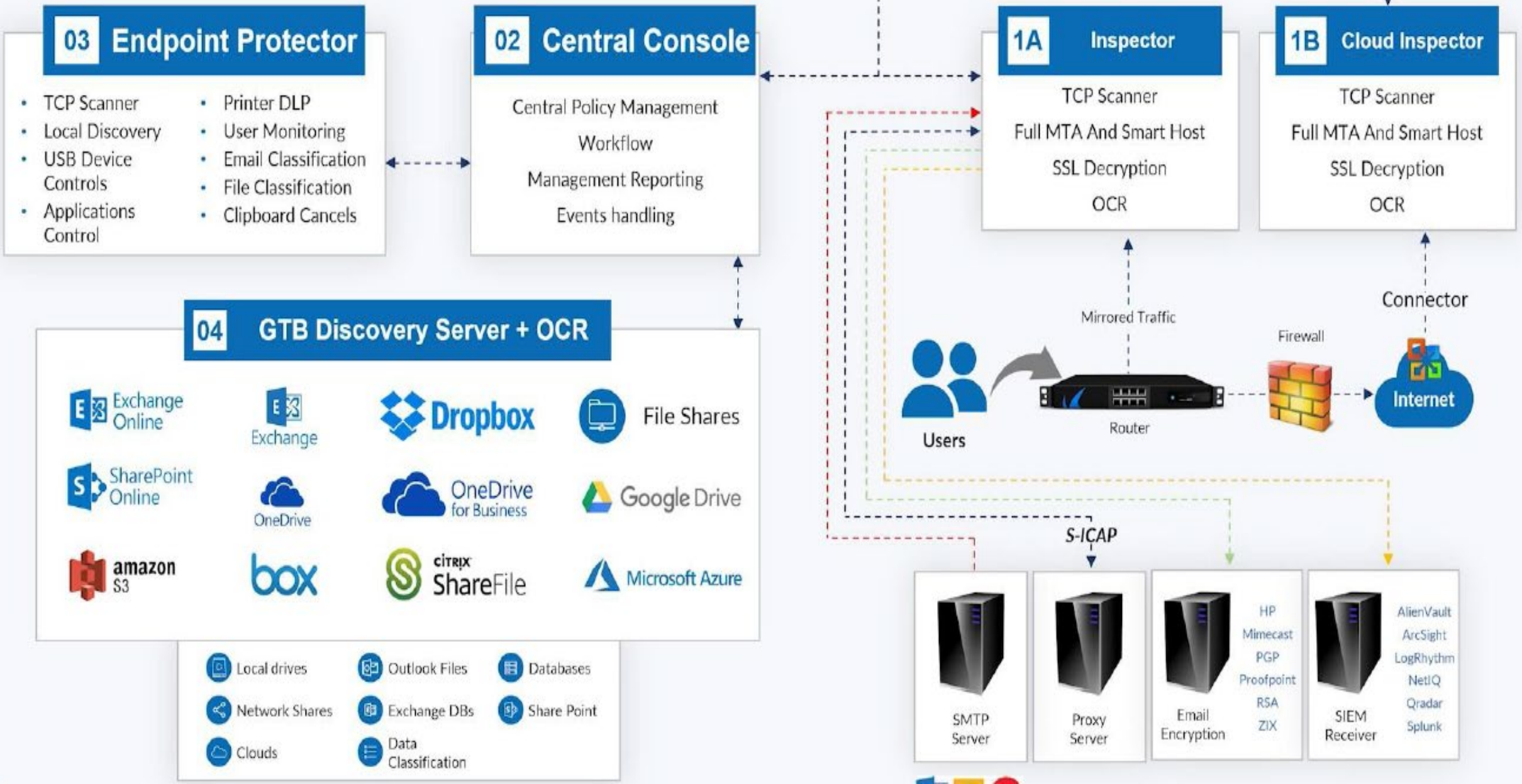
← GTB Console can provide complete
visibility to DPO and IT.

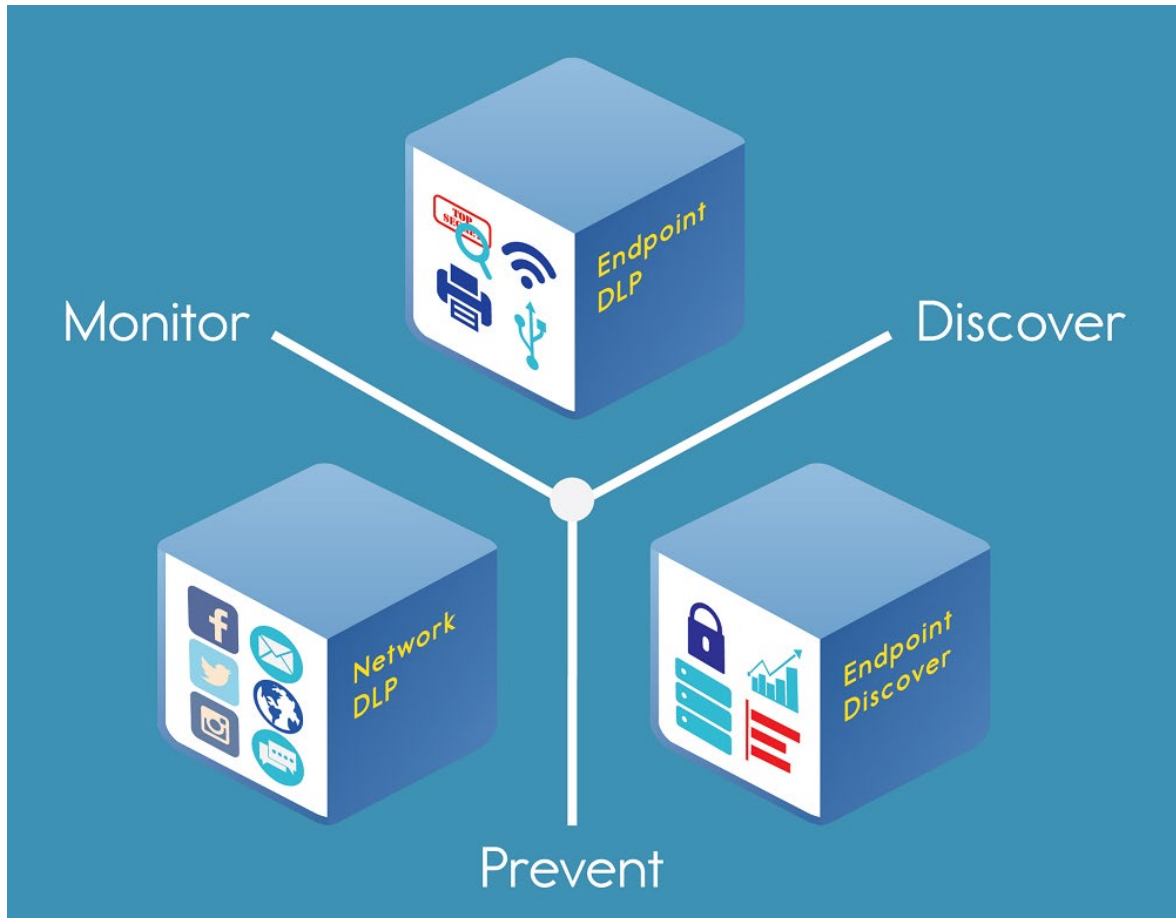
Enterprise DLP vs Standard DLP



Enterprise DLP

Standard DLP





Pre-architected policy library

Advanced Data Detection: Fingerprinting, OCR,
Machine Learning

Drip DLP

Cloud APP Security

Easy to deploy, Friendly UI

Adaptable to work on any environment:

- SMB
- SME
- Enterprise Accounts
- On – Premises
- Cloud as a SaaS





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THANK YOU

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