



Vormetric Corporate Backgrounder

The Market

Electronically stored private and sensitive data, regulated information and proprietary intellectual property is growing at exponential rates. In order to protect this information, government and industry spend more than \$20 billion per year on IT security yet continue to suffer the loss of sensitive information at increasing rates. According to the International Association of Privacy Professionals (IAPP), the average cost of a data breach is 2.1% of a firm's market value within two days of a breach. This translates into an average of a \$1.65 billion loss in market capitalization per incident. And this doesn't include hard to measure costs such as brand damage and customer defection that can result from public disclosure. In the face of mounting public pressure legislators, customers, shareholders and employees are demanding better information protection and accountability to ensure that private data remains private.

The challenge that industry and government faces is how to efficiently and cost effectively protect sensitive and regulated information on an enterprise level.

The Company

Vormetric is the leader in data security management and enforcement solutions for files, databases and backup. Vormetric's enterprise Data Security System is a centrally managed, high performance, easy-to-implement, distributed data protection and encryption solution designed to solve the most pressing compliance, security and risk management challenges facing today's enterprises and government agencies. Vormetric's application and database transparent system goes beyond competitive offerings to provide stronger and broader data security at a fraction of the management and implementation cost. Founded in 2001, Vormetric is a privately held company with headquarters in Santa Clara, California.

Products

Vormetric's Data Security encryption system marks an evolutionary progression in the way that data-at-rest is protected, accessed, and verified. Vormetric Data Security is an integrated data protection product that secures data through the use of encryption, access controls and host integrity protection. It provides audit and reporting of all accesses to protected data for forensics purposes or proof of compliance. By design, Vormetric Data Security supports separation of duties between policy enforcement and administration, thereby providing a higher degree of security. Vormetric's File Encryption and Database Encryption Expert Endpoints operate at the file-level, thereby remaining transparent to applications, database management systems, file systems and storage infrastructures. Vormetric's flexible, scalable design provides a manageable global information protection system with remarkable simplicity and cost efficiencies. Vormetric Data Security is unique, representing over three years of initial research and development and actively started shipping in 2004.

Awards & Certifications

Vormetric products have received several certifications & awards

- ▼ 14 Patents
- ▼ FIPS 140-2 Level 2
- ▼ FIPS 140-2 Level 3 for Key Management
- ▼ Winner of ComputerWorld Magazine Innovative Technology Award

Management Team

Richard Gorman	CEO
Gretchen Hellman	VP of Marketing
Bruce Johnson	VP of Sales and Business Development
Greg Paulsen	VP of Finance and CFO

Customers

Vormetric's 500+ customers represent the world's most trusted financial services, retail, manufacturing, healthcare, media, energy, and telecom brands as well as security conscious government agencies including:

- ▼ Prudential
- ▼ TRX
- ▼ Metabank
- ▼ Carlson
- ▼ EDS
- ▼ Cadence
- ▼ Synopsys
- ▼ Green Dot Corporation
- ▼ BJ's Wholesale
- ▼ DSW
- ▼ Norwegian Cruise Lines

Key Partners

Vormetric partners with leading resellers and technology providers including IBM, Symantec, Oracle, HP and Microsoft.

Vormetric currently holds a strategic OEM relationship with IBM. IBM's Database Encryption Expert technology is provided by Vormetric and the Vormetric and IBM sales and support teams work together to enable data security in DB2 and Informix environments.

Vormetric also holds an OEM relationship with Symantec, providing the technology for their Media Server Encryption Option to secure NetBackup.

Vormetric partners with Qualified Data Security Companies (QDSCs) in the Payment Card Industry (PCI) such as Coalfire Systems, and SecurityMetrics.

For More Information

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