

# Corporate Backgrounder

## The Market

Electronically stored private and sensitive data, regulated information and proprietary intellectual property data is growing exponentially. In order to protect this information, government and industry are estimated to spend more than \$50 billion in 2011 on IT security (Gartner), yet they continue to suffer data breaches at increasing rates. According to Ponemon Institute, the average cost of a data breach in 2010 was \$318 per record, remarkably higher than in past years. 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 is not breached.

## The Company

Vormetric is a privately held company with headquarters in San Jose, California and is the leader in encryption and key management solutions for files, databases and backup. Vormetric Data Security provides centrally managed, high performance, easy-to-implement encryption and key management solutions designed to solve the most pressing compliance, security and risk management challenges facing today's enterprises and government agencies. Vormetric's transparent approach avoids changes to existing applications, databases and storage infrastructure and goes beyond competitive offerings to provide stronger and broader data security. Vormetric's encryption and key management solutions protect data in physical, virtual and cloud environments.

## Products

Vormetric Data Security redefined the way that data is protected. The Vormetric Data Security product portfolio includes Vormetric Encryption and Vormetric Key Management. Vormetric Encryption secures data through the use of encryption and access controls. It provides audit and reporting of all access to protected data for forensics purposes or proof of compliance. By design, Vormetric Encryption supports separation of duties between policy enforcement and administration, thereby providing a higher degree of security. Vormetric Encryption operates at the file or raw device level, thereby remaining transparent to applications, database management systems, file systems and storage infrastructures.

Vormetric Key Management provides centralized enterprise key management to unify the management and security of encryption keys across heterogeneous environments. Vormetric's flexible, scalable design provides a manageable global information protection system that is remarkably simple and cost-efficient to deploy. The Vormetric Data Security family of products is unique, representing over three years of initial research and development before it was launched.

## Awards & Certifications

Vormetric products have received the following certifications and 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, *President and CEO*

Bruce Johnson VP, *Worldwide Sales & Service Operations*

Ashvin Kamaraju, *VP Product Development and Partner Management*

Greg Paulsen, *VP of Finance and CFO*

## Customers

Vormetric has 800+ customers. These customers account for a significant portion of the Fortune 500, including 7 of the Fortune 20, and represent leading government agencies.

## Key Partners

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

Vormetric also has two strategic relationships:

- IBM's Database Encryption Expert product for DB2 and Informix environments is based on Vormetric technology.
- Symantec's NetBackup Media Server Encryption Option is based on Vormetric technology.

## For More Information

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