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Building a future we can all trust

Fujitsu New Managed Service Uses Thales Data Protection On Demand to Secure Microsoft Certificate Authority

Thales' Cloud HSM service ensures the protection of root Microsoft CA signing keys

Many of Fujitsu's customers seek to enhance the security of their IT infrastructure, and PKI, in the form of Microsoft Certificate Authority (CA), is often crucial to the upgrade. The security of the PKI is founded upon the encryption keys. If these keys are compromised, the entire PKI is at risk. HSMs provide a root of trust for these keys and therefore the PKI overall. Thales, a leader in the HSM market, provides a cloud-based key management and HSM as a service, Thales Data Protection On Demand (DPoD). The DPoD service - HSM On Demand for Microsoft ADCS (Active Directory Certificate Services) combined with the managed Microsoft CA service from Fujitsu provides a highly secure and convenient end-to-end service for enterprise PKIs.
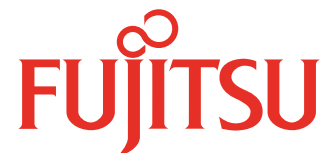
The Organization

Fujitsu is the world's seventh-largest IT services provider in global revenue. The company offers a full range of technology products, solutions, and services, and its approximately 132,000 employees support customers in more than 100 countries.

End Customer Benefits

The benefits of the fully managed Fujitsu PKI service with the embedded DPoD Cloud HSM include:

- Reducing the complexity of securing Certificate Authority Servers across the cloud/hybrid and on-premises environments
- Fully automating service orchestration to reduce complexity and overheads
- HSM as a managed service provides redundancy, high availability and back up services as a standard part of the 99.95% SLA
- Cost-effective with zero upfront investment, low TCO, and flexible usage-based pricing
- Proven, and tested Thales Luna HSM brand quality
- Separation of Roles and Least Privilege helps to protect the confidentiality, integrity and availability of key material to mitigate security risk from unauthorized access.

FUJITSU

"With all of the regulatory pressures surrounding an organization's data, key management without an HSM is simply unsustainable. In an industry like healthcare that holds particularly sensitive data, organizations have to do everything possible to ensure that only the right people can access the right data for the right reason. Traditionally on-premises HSMs have played an important role in protecting data but organizations are now seeing the benefits and cost efficiencies with cloud-based PKI environments, and in the ability to support hybrid, multi-cloud environments.

With DPoD we have been able to deliver a more flexible, but secure, PKI environment for our customers and help them to protect their data and their budgets."

- Petri Heinälä, Security Offering Architect, Fujitsu

The Challenge

Many Fujitsu customers use Microsoft as a Certificate Authority (CA). One, a European pharmaceutical company, asked Fujitsu to help increase the security of its PKI infrastructure. As a healthcare organization, it faced increasing regulations, particularly related to data protection, data privacy and audit controls and so realized it needed to shore up its key management practices. With DPoD, Fujitsu improved key management practices associated with protecting personal health information helping to underwrite regulatory compliance.

Thales worked in close cooperation with the regional distributor, Exclusive Networks. Exclusive Networks is very familiar with the Thales product suites and have enjoyed a long and successful partnership for many years, from before SafeNet was acquired by Gemalto and then Thales. Fujitsu's initial recommendation was for Luna hardware security modules (HSM). However, as the customer sought to reduce capital expenses, DPoD's operating-expense-based model better suited its needs.

Fujitsu introduced DPoD to the pharmaceutical company and began developing the Managed Microsoft CA and Cloud HSM RoT (Root of Trust) service as a broader offering. After thorough testing, and close cooperation between the Thales and Fujitsu teams, a productized full service was born. Fujitsu and Thales (Gemalto) have a good working relationship across a number of different product lines, but this was the first time the two companies had pitched DPoD as part of their managed service to a customer.

Capitalizing on the offer

Fujitsu has added the solution to its bundle of managed services across their European business unit. They recognize offering Microsoft CA with DPoD gives them an easy, cost-effective way to provide companies access to Microsoft CA-based PKI technology with secure key management in a broad variety of use cases. Fujitsu provides the fully bundled managed service and requires no technical involvement from its customers.

Fujitsu's new managed service is a perfect example of how Thales Managed Service Provider (MSP) partners can use DPoD to create new data protection as-a-service offerings and grow their revenue streams.

Benefits for Fujitsu:

- Great possibility for upsell to existing customers for expanded key management and encryption services, such as disk, database and Virtual Machine encryption, Privileged Access Management, etc.
- Enables sales of PKI services to customers requiring higher security
- Adds value to Fujitsu's extensive portfolio of services to their customers
- Fortifies Fujitsu's position in the Managed Security Services market
- Increased security for PKI keys reduces Fujitsu's risk of liability

The Solution

DPoD service, HSM On Demand for Microsoft ADCS (Active Directory Certificate Services) enforces hardened boundaries for the Microsoft Root CA's cryptographic signing key, which is used to sign the public keys of certificate holders ensuring the security of the trust hierarchy. It can be used as a stand-alone service or in conjunction with on-premises Thales Luna HSMs.

As a result of the successful deployment of HSM On Demand for Microsoft ADCS service, Fujitsu sees the potential to upsell other DPoD key management and encryption services to both existing and new customers. Fujitsu also offers Thales Luna hardware as an option. So, if a customer requires an on-premises appliance, they can provide that stand-alone, or as a hybrid offer bundled with additional DPoD subscriptions.

About Thales

The people you rely on to protect your privacy rely on Thales to protect their data. When it comes to data security, organizations are faced with an increasing number of decisive moments. Whether the moment is building an encryption strategy, moving to the cloud, or meeting compliance mandates, you can rely on Thales to secure your digital transformation.

Decisive technology for decisive moments.