

Thales Data Protection on Demand— The Managed Services Opportunity



As customers address their compliance issues, they are increasingly looking at the cloud as a fast and affordable way of implementing what they need. This use of cloud is also increasingly the option chosen by channels to add new solutions into their portfolio, where cloud offers a zero investment, rapid to deploy and pay as you go model for MSPs, MSSPs and all channels looking to the cloud to expand their revenue streams.

Provide your customers the security services they need with Thales Protection on Demand, a cloud-based platform that provides a wide range of on-demand key management and encryption services through a simple online marketplace.

Now is the time your customers need to ensure that their data is secure. More stringent compliance regulations, especially as related to data sovereignty, such as GDPR in Europe, and other regional regulations such as NDB in Australia, and PCI-DSS, are compelling organizations to apply key management and encryption solutions to meet these mandates.

Partner with Thales to provide unrivalled data protection as-a-service offerings to your customers and grow your revenue streams.

With Data Protection on Demand, security is made simpler, more cost effective and easier to manage because there is no hardware to buy, deploy and maintain. Just click and deploy the services you need, provision new tenants, add further services and get usage and audit reporting in minutes.

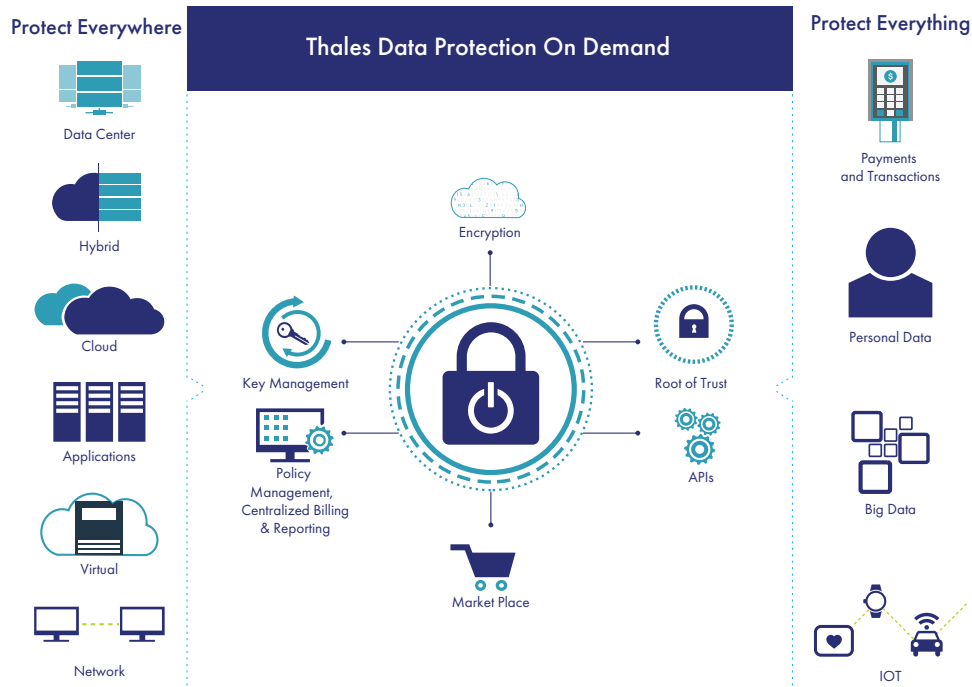
Data Protection on Demand enables multi-tier management, including complete separation of duties, even when managing multiple levels of child accounts (virtual service providers). Additionally, for MSPs selling Data Protection on Demand protection to add additional levels of security and protection for their own managed services, you can easily integrate a white-labelled version, with third-party API support, into your own platform and bundle with your existing services for enhanced value add, increased manageability, and workflow efficiency.

Sample service provider use case:

A computer services company provides digital signature solutions to their customers through an online platform. Spurred on by customers' compliance requirements, the company wanted to add enhanced security to the offerings. They required a solution that provided:

- Zero upfront investment
- Cloud-based pricing
- On-demand delivery
- Multi-tenant capability with complete segmentation/ separation of each customer's keys
- Centralized management

Remaining transparent to the end user, Thales Data Protection on Demand, ensures the overall security of the service is enhanced, effortlessly.



As a MSP or MSSP selling managed security services you can deliver Thales Data Protection on Demand, under your branding, bundled with your cloud or security services, and offer your customers a way to augment their security, effortlessly. By leveraging reliable, repeatable and profitable services, aligned to your business model, you can ensure the stickiness of satisfied customers, building in a range of security services, with single pane of glass management, across multiple clouds.

Proven in the field over decades, Thales key/crypto management solutions have been successfully integrated into hundreds of third party applications. Leveraging this expertise, and years of experience providing security solutions to a wide range of customers, Thales Data Protection on Demand, has again innovated by simplifying security, automating the processes behind the scenes so you can offer click and deploy data protection to your customers. And behind the scenes, it's incredibly simple to integrate and manage because Thales handles the security, resilience and SLAs. Provide your customers with data protection on demand services they can rely on, secure in the knowledge that they, and only they, maintain control of their data protection, and ensure that data is protected, wherever it resides.

Differentiate yourself from your competitors with an offering that provides high quality, user-focused and high-assurance on demand services. Join us, and our ever-growing list of highly skilled and certified partners, to take advantage of the data protection on demand opportunity.

For more information, contact us at dpodondemand@thalesgroup.com

A few of our partners

KEYFACTOR

Keyfactor uses DPoD to help secure their Code Signing and PKI solutions

FUJITSU

Fujitsu uses DPoD as part of the PKI solutions they deliver to their customers

NTT Security

NTT provides DPoD to customers as a secure root of trust as part of their managed services offerings

Status	Tenant Name	Initial Service Selections	Account Type	Tenant Admin	Country	Actions
Active	Redmark	Approved	Subscriber	Kay Hancock	United States	[Icon]
Active	ABC Corporation	Not Submitted	Evaluation	Alysa Handley	France	[Icon]
Active	BlueMark Enterprises	Submitted	Evaluation	Martyn Bryant	Netherlands	[Icon]
Active	Harvest Roots		Service Provider	Jenna Becker	Finland	[Icon]
Active	Dean and Company	Approved	Subscriber	Douglas Travis	Denmark	[Icon]
Active	123 Auto	Approved	Subscriber	Ayrton Gilmore	United Kingdom	[Icon]

Add Tenant

Service Provider
A tenant account for customers that want to manage other tenants.

Evaluation
A trial account allowing customers to evaluate Data Protection on Demand.

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Contact us – For all office locations and contact information, please visit cpl.thalesgroup.com/contact-us