

# Opal Specification Self-Encrypting Drives



## Today's Business Environment

Organizations worldwide are increasingly securing confidential information on self-encrypting drives (SED's), recognizing that this approach simplifies the deployment of security for data at rest. As storage and security continue to converge, solutions like SED's are leading the way by providing organizations with the strong, easy-to-use security they need to protect their data assets.

SEDs drives are fast becoming the standard for enterprise customers who want a level of security built right into their devices. SED's have their own on-board technology to encrypt data written to the drive many of which support the Opal specification of the Trusted Computing Group's Storage Working Group.

## OPAL Support

- Adds authentication capability
- Central control & administration
- Supports heterogeneous environment with both hardware and software encryption
- Extends protection beyond the encrypted drive (including removable media encryption)
- Audit trails and activity monitoring
- High performance hardware encryption

## Why Self Encrypting Drives?

A recent study by Trusted Strategies\* indicated that by implementing SED's a significant cost savings can be realized across multiple devices within an enterprise based on standard rates and timelines applicable to laptop management and lifecycles.

| Operational Task  | Standard Drive Technician Time | Opal SED Technician Time |
|---|--------------------------------|--------------------------|
| Installing SecureDoc and verifying status in console  | 60 min                         | 10 min                   |
| Re-installation after drive re-imaging. Assume 1 re-imaging for every 10 laptops over a 3 year period   | 12 min                         | 3 min                    |
| Total Technical Time per laptop   | 72 min                         | 13 min                   |
| Total Technican Cost \$25.00/hour   | \$30.00                        | \$5.74                   |
| Total Cost Savings over 1,000 devices   | \$24, 580                      |                          |
| Total Cost Savings over 10,000 devices  | \$240, 580                     |                          |
| Start-up; Shut-Down; Hibernate; Hibernate Recover. Assume 600 start-up/shut-down and 200 hibernate/hibernate recover over 3 year life of laptop | 14 hours                       | 10 hours                 |
| Total end -user cost @\$50/hr.  | \$700                          | \$500                    |
| Total cost Savings over 1,000 devices   | \$200,000.00                   |                          |
| Total cost Savings over 10,000 devices  | \$2,000,000.00                 |                          |

\*Based on the "FDE Performance Comparison" - assigning values from Self-Encrypting Drive test - Trusted Strategies 2011

As seen above results indicate that cost savings per user can be significant when applied across a portfolio of devices. The full functionality of the SecureDoc solution by WinMagic adds further reductions to total cost of ownership, ease of use and enhanced functionality.

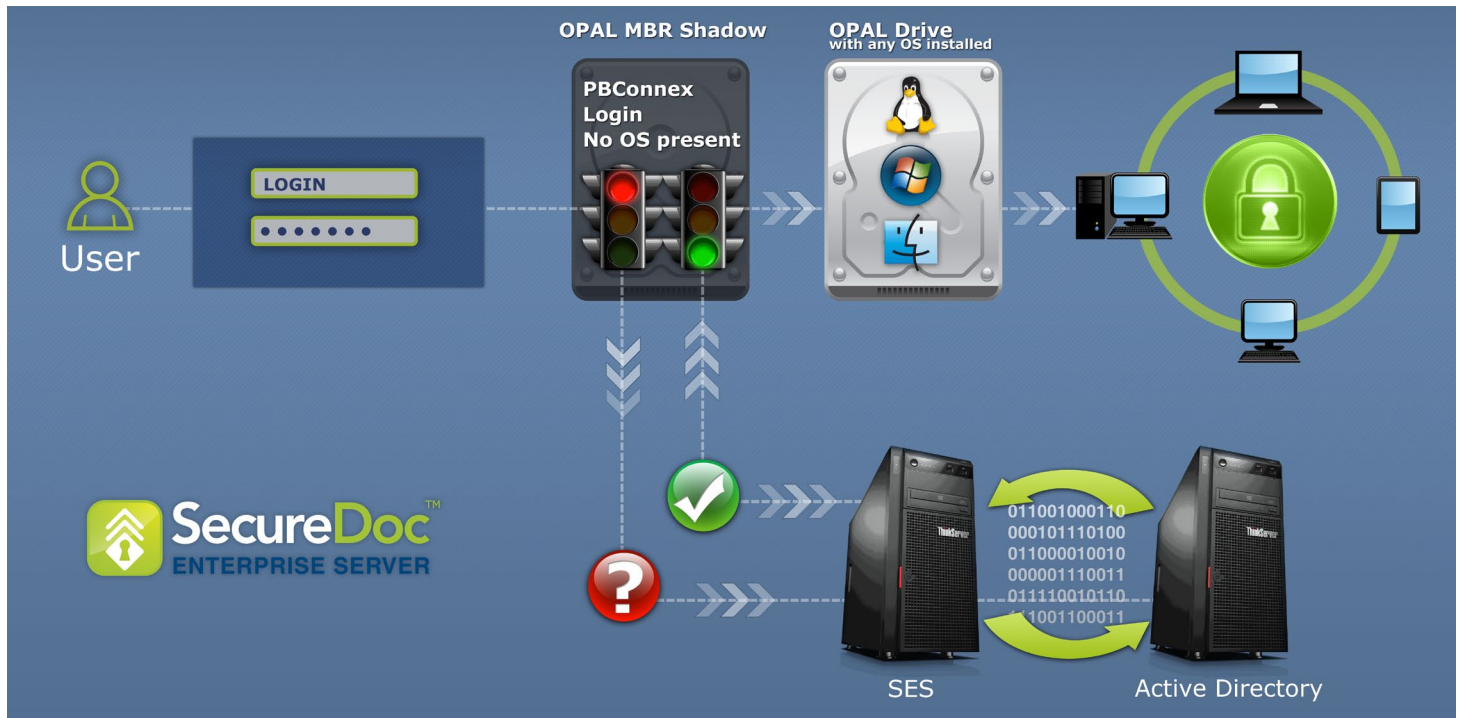


## WinMagic's SecureDoc™ Solution

SecureDoc, is the industry's leading full-disk encryption solution fully supporting Opal compliant SED's.

### How it works

SecureDoc Enterprise Server (SES) collects encryption key information from the self-encrypted drive and provides the same central control, escrow and protection that is used for software-encrypted drives. Hardware encryption support is available with SecureDoc client installations on Windows, Mac and Linux OS platforms and the majority of Opal compliant SED's are currently supported.



### Rapid deployment

When installing SecureDoc, the software will automatically recognize a supported SED and can then make use of the hardware encryption.

### Enhanced Functionality

SecureDoc adds the much-needed authentication and enterprise manageability to SED's. These unique features include:

- Policy & user control
- Password recovery/helpdesk capability
- Multi-factor authentication
- Port control
- Removable media encryption
- File/folder encryption
- Enhanced key management
- Full support in a multi-o/s environment

These enhancements extend the value of the SED's and make it highly secure and stable. Additionally the overall SecureDoc architecture has standard certificate support for PKCS#11, key labeling functionality and supports S3 sleep mode. The leveraged full feature design acts as an enhanced level of security over and above Opal.

### Future Proof Your Hardware Encryption Investment

SecureDoc supports a heterogeneous environment, allowing you to deploy a mix of encryption formats. You can leverage self-encrypting hard drives on some machines while using SecureDoc's software encryption to protect 'legacy' and other machines until hardware refresh is completed.

SecureDoc makes it possible to derive immediate benefits from hardware encryption while ensuring compliance with legislation and regulation by also protecting legacy machines – all managed within the same solution. WinMagic continues to lead the way to the next generation in full-disk encryption innovation.