

Exceptional Software Keeps Data Safe in the Cloud, Offers Encryption-as-a-Service

Submitted by: Origin Comms Ltd

Thursday, 13 September 2012

CipherCloud Eliminates ITAR and Data Security Barriers to Using the Cloud in Defense and Intelligence Community

LONDON, UK, September 13, 2012 — CipherCloud (<http://www.ciphercloud.com/>), the leader in cloud encryption, today announced that Exceptional Software, a trusted solutions provider to the U.S. defense and intelligence community, is using CipherCloud to move its customer relationship management (CRM) and email to the cloud.

Exceptional Software complies with ITAR (International Traffic in Arms Regulations) regulations for handling sensitive data enforced by the U.S. State Department. Exceptional is using CipherCloud for Salesforce (CRM) and CipherCloud for Office 365 (email) to ensure that only authorised staff can access data stored in the cloud. Exceptional will also offer CipherCloud encryption technology for use in private clouds to build encryption-as-a-service solutions for the defense and intelligence community.

“Public and private clouds offer immense potential to the defense and intelligence community. Regulations such as ITAR, contractual requirements, and commitment to the success of our customers’ missions mean Exceptional must secure data to the highest standards,” said Raymond C. Bowen III, president and CEO of Exceptional Software. “Until now, Exceptional couldn’t seriously consider the cloud. CipherCloud cloud encryption gateway technology eliminates the barriers to using the cloud.”

“Encryption is the common foundation for data security in defense and intelligence services. However, the lack of encryption to easily blanket public and private clouds is a tremendous barrier,” said Bob Flores, previously CTO at CIA and now president of Applicology. CipherCloud’s breakthrough encryption gateway means data can be secured across borders and clouds without changing architectures. This opens the door for the defense industry to use public clouds while meeting ITAR requirements. Exceptional Software is uniquely positioned to help the defense and intelligence community to massively scale encryption-as-a-service in private clouds.”

CipherCloud’s award-winning cloud encryption gateway secures sensitive data in real-time across multiple cloud applications without impacting functionality or performance. CipherCloud uses comprehensive security controls including strong encryption, tokenisation, activity monitoring, and malware detection to eliminate the data privacy, residency, security, and compliance barriers to moving to the cloud. CipherCloud provides a single cloud encryption platform for securing public and private clouds that research firm Gartner, Inc. forecasts will be used by 25 percent of enterprises in 2016, reducing the cost of securing the cloud by 30 percent. The CipherCloud Platform secures multiple cloud applications including Salesforce, Force.com, Chatter, Gmail, Office 365, and Amazon AWS. The new CipherCloud Connect AnyApp can secure any public and private cloud web application.

“The defense and intelligence communities are building highly elastic and cost efficient private clouds. Encryption is critical to control access and segment data. Exceptional is excited to offer encryption-as-a-service in private clouds using CipherCloud encryption gateway technology,” said Bowen.

“CipherCloud allows organisations to quickly add strong encryption without any development. Incredibly complex functionality like searching and sorting works without changes to code.”

“Regulatory demands such as ITAR and the need to strictly control access to data no matter where it’s stored are just some of the barriers to using the cloud in the defense and intelligence communities. Encryption has long been relied on to secure sensitive data. CipherCloud’s revolutionary advances in cloud encryption can now put the power of public and private clouds to work to support these organisations,” said Pravin Kothari, CEO of CipherCloud. “CipherCloud is excited to help Exceptional Software succeed in its mission to provide cutting edge solutions to the defense and intelligence communities.”

Exceptional Software and CipherCloud will share their insights and best practices for protecting sensitive data in the cloud and the opportunity for encryption-as-a-service in private clouds for defense and intelligence community in “Eliminating ITAR & Data Security Barriers to the Cloud in the Defense & Intelligence Community” webcast on Thursday September 27th at 2:00PM EDT. To learn more and register, please visit

http://pages.ciphercloud.com/ITARWebcast_EliminatingITARDataSecurityBarrierstotheCloudintheDefenseIntelligenceCommunit

To see a brief demo of how CipherCloud eliminates the data privacy, residency, security, and compliance barriers to the cloud, please visit <http://pages.ciphercloud.com/Take-the-5-Minute-Product-Tour.html>.

About Exceptional Software

Founded in 1996, Exceptional Software continues to grow as a leading provider of information technology solutions and services to the U.S. Government, state and local government, educational institutions, and private industry. We are a minority-owned business and are certified at the Federal, State and Commercial level. For more information, visit www.exceptionalsoftware.com.

About CipherCloud

CipherCloud is the market-leading provider of cloud encryption and tokenisation gateways that enable enterprises to securely adopt cloud applications by eliminating concerns about data privacy, residency, security, and regulatory compliance. CipherCloud’s operations-preserving encryption and tokenisation technology secures sensitive information in real time, before it’s sent to the cloud, without impacting usability or performance, or requiring any change to the application. The CipherCloud Platform secures multiple cloud applications including Salesforce, Force.com, Chatter, Gmail, Office 365, and Amazon AWS. Based in the San Francisco Bay Area, CipherCloud is backed by premier venture capital firms including Andreessen Horowitz, Index Ventures, and T-Venture, the venture capital arm of Deutsche Telekom. For more information, visit www.ciphercloud.com and follow us on Twitter @ciphercloud.

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