

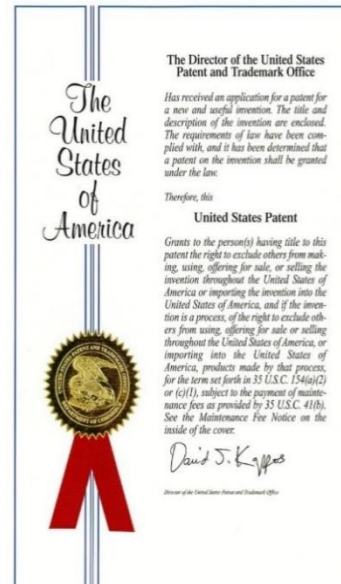
Data Breaches Stopped!

Data Protection that Works™

GTB Technologies, Inc.



Awards & Accolades



WHY GTB?

**OUR
PRODUCTS
WORK,
IT'S THAT
SIMPLE!**




"Customers speak highly of GTB Discovery, which allows for large amounts of data to be analyzed and classified quickly from a variety of data repositories, including on-premises and cloud data storage platforms." *

*SOURCE: G00300911 Gartner 2017 Magic Quadrant for Enterprise Data Loss Prevention, 16 Feb.2017, Brian Reed and Deborah Kish.

Gartner Analysts Quote



Reviewer Profile



Director, Information Security

Industry:
Healthcare

Role:
Security and Risk Management

Firm Size:
500M - 1B USD

Implementation Strategy:
Worked with just the vendor

"A Comprehensive DLP, IRM, And Data Classification Platform With Incredible Flexibility."

Last Updated: October 11, 2018

[Email this page](#)

1 of 1 found this review helpful.

★★★★★ Overall User Rating

Product(s): GTB Technologies DLP

[Report Inappropriate Content](#)

Overall Comment: "Without a doubt the most responsive IT company I've ever had the experience of working with. I've been using their DLP platform for quite a few years and have experienced first hand how the platform has matured. GTB is a small company and focuses exclusively on DLP, because of that they are pretty good at what they do. Pricing is exceptionally competitive in the market."

★★★★★ Evaluation & Contracting

★★★★○ Integration & Deployment

★★★★○ Service & Support

★★★★○ Product Capabilities

Lessons Learned

Please rate your overall experience with this vendor

○○○○○

“

"GTB is a suitable choice for organizations that need fast time to value from their DLP investment, and want *a system they can deploy quickly to get actionable results."*

***SOURCE:** G00300911 Gartner 2017 Magic Quadrant for Enterprise Data Loss Prevention, 16 February, 2017, Brian Reed and Deborah Kish.

GTB's Data Protection that Works Platform is the paradigm of the future

Traditional Solutions

- ⚠️ Trouble deploying and realizing value (“shelf-ware”)
- ⚠️ High-maintenance, Inaccurate detection leads to endless fine-tuning of rules and signatures
- ⚠️ Heavyweight agent
- ⚠️ Difficult to maintain data classification
- ⚠️ Inaccurate OCR – if OCR is even available
- ⚠️ Insufficient to detect / data loss caused by insider threats
- ⚠️ Incomplete data loss prevention with a blind spot for insider threat
- ⚠️ Struggles to communicate between data owners and DLP administrators
- ⚠️ Terrible response times due to the difficulty of detection
- ⚠️ Unable to deal with data misclassification
- ⚠️ Unable to prevent cloud data exfiltration

GTB Data Protection

- ✓ Streamlined deployment, easy to use with a quick return on investment
- ✓ Low-maintenance, out-of-the-box
- ✓ Lightweight agent or agentless
- ✓ No data classification scheme required; sensitive data is the focus
- ✓ Built to detect and respond to data exfiltration
- ✓ Extremely difficult to bypass
- ✓ Comprehensive data detection, prevention, and mitigation of data exfiltration including those from insider threats
- ✓ Easy to communicate between IT and the larger business about data protection
- ✓ Dramatically reduced response times
- ✓ Ability to fix Data Misclassification
- ✓ Ability to Prevent Cloud data Exfiltration



"If You Want A DLP You Want GTB"

Last Updated: March 14, 2018

[Email this page](#)

1 of 1 found this review helpful.

Overall User Rating

Was this user review helpful?

Product(s): Endpoint Enterprise DLP, Network Enterprise DLP, GTB DLP

[Report Inappropriate Content](#)

Overall Comment: "I have used and implemented several DLP products from a few of biggest players and GTB was by far the easiest to implement. Some of this is from the product design itself that just worked out of the box and some of this was from the exceptional customer service from the GTB Support team."

Evaluation & Contracting	Integration & Deployment
Service & Support	Product Capabilities

Lessons Learned

If you could start over, what would your organization do differently?

Nothing, but lessons I have learned from other deployments has been to make sure all the needed stakeholders are brought to the table to understand what the product is and how it will impact the organization.

What one piece of advice would you give other prospective customers?

If there is something you want to see in the tool, ask the people at GTB. They made modifications to the



GTB Technologies
Data Protection that Works™

Reviewer Profile



Project Manager

Industry:
Energy and Utilities

Role:
Infrastructure and
Operations

Firm Size:
10B - 30B USD



Implementation Strategy:
Worked with just the vendor

"Easy To Deal With. Quick To Respond."

Last Updated: October 2, 2018

[Email this page](#)

 1 of 1 found this review helpful.

★★★★★ Overall User Rating

Product(s): GTB Technologies DLP

Overall Comment: "Easy to deal with. Quick to respond. Contract was done within a week's time. Company has a family feel to it, most likely because they are small. We really locked this thing down and that lost us the reporting functionally the way it was intended to be used. This caused a issue with the system. The developer who actually programmed it was on the phone that day and was able to fix it within 24 hours. Although not perfect, I wish every company could respond with fixes, improvements, and requested features as GTB. The fact that it can be done with in days or weeks, rather than months is really nice. We schedule to have the vendor onsite for 4 weeks, but we only needed 2 weeks. I am the Project Manager for the product. At first we did a evaluation and I was able to fully use the tool and run scans without a technical resource."



Evaluation & Contracting



Integration & Deployment



Service & Support



Product Capabilities

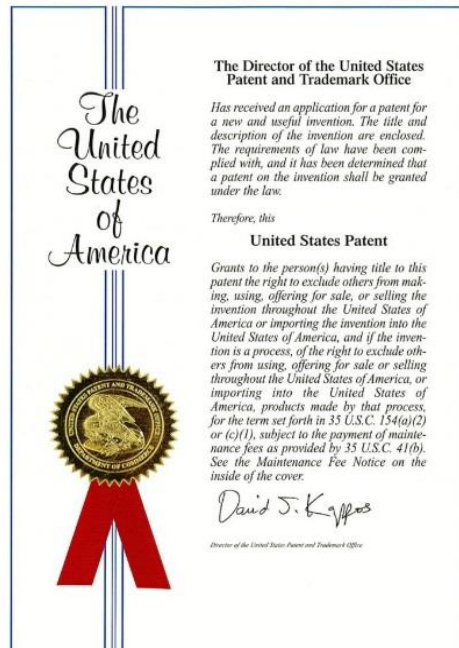
About GTB Technologies

Data Protection that Works™



GTB Technologies, Inc.

Best DLP Solutions Provider 2020



GTB's Next Generation of Data Protection patented solutions keep data safe on premises, off-premises including Windows, Linux and Mac endpoints along with the cloud by performing local scanning, real-time monitoring with off-network accurate fingerprint detection.

For over 14 years, GTB's data protection solutions have provided the most effective security against advanced malware and insider threats for the world's largest enterprises. Our solutions provide the ability to create, manage & enforce policies based on content &/ context for when, where, how and by whom. Thus controlling when data can or can't be moved, either to or from the network &/ devices, both on premise and off premise.



Why GTB?



Our Products Work, it's that simple

Company Details:

Name: GTB Technologies, Inc.

Est: 2005

Address: 2054 Vista Parkway, Suite 400 West Palm Beach, FL 33411 USA

Phone: +1 (800) 626-0557

e-mail: info@gttb.com

GTB Technologies has the only Data Protection portfolio of solutions (on-premises, off-premises and everywhere in between including the cloud) which can prevent the loss of data from Malware, Frenemies and trusted insiders by blocking sensitive data (structured or unstructured) regardless of file type, port or channel, in real-time with impeccable accuracy thus providing true cyber security and insider threat defense whether it be on premise, off premise, in the cloud or as a managed service.

GTB's Data Protection Solutions are unique from leading competitors in that it addresses threats from both trusted and un-trusted users. With unique patented and patent-pending fingerprinting features, GTB data protection solutions are capable of real-time inspection of all protocols (even those that may be unknown) and optionally stopping data loss immediately; as opposed to just reporting it.

GTB Technologies mission is to lead in both innovation and customer trust. GTB's Data Protection solutions are comprehensive and offer the essential elements of a Data Loss Prevention solution including: accuracy, support for all protocols and file types, security and scalability.

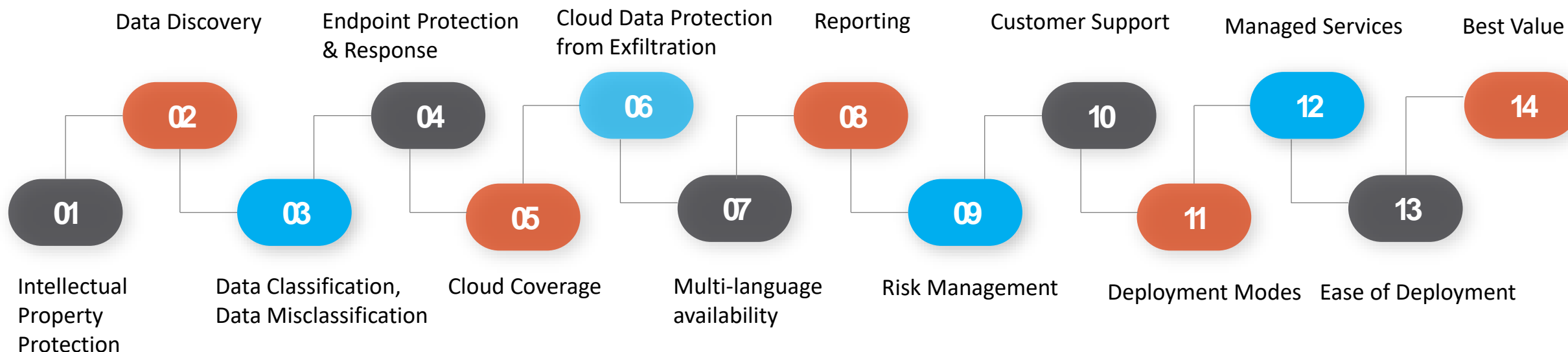
*"Customers speak highly of GTB Discovery, which allows for large amounts of data to be analyzed and classified quickly from a variety of data repositories, including on-premises and cloud data storage platforms."**

***SOURCE:** G00300911 Gartner 2017 Magic Quadrant for Enterprise Data Loss Prevention, 16 February, 2017, Brian Reed and Deborah Kish.

What We Do

GTB Technologies Data Security Solutions Empowers Your Organization

Recent reports from the 2 major analyst research firms in the Data Loss Prevention space have rated GTB Technologies' Data Protection Platforms with the highest scores in:



What We Do

GTB Technologies Data Security Solutions Empowers Your Organization



As the creator of DLP for Intellectual Property, GTB Technologies has pioneered and developed Next Generation Data Protection / DLP that Work Platforms which are guarding critical assets within millions of terabytes – Worldwide – in any language; by delivering Data Loss Prevention, APT / Advanced Threat protection, SSL decryption, Application, Cloud with Shadow IT Control, URL Filtering, Data Classification, Policy Management with Threat Intelligence.



Any mode Architecture equates to All Use Case coverage
A platform that is architected to be deployed with modular facets gives organizations the ability to deploy quickly with no disruption.



Our products provide unprecedented , real-time visibility and control of content – with no performance degradation.



GTB Answers



GTB Technologies
Data Protection that Works™

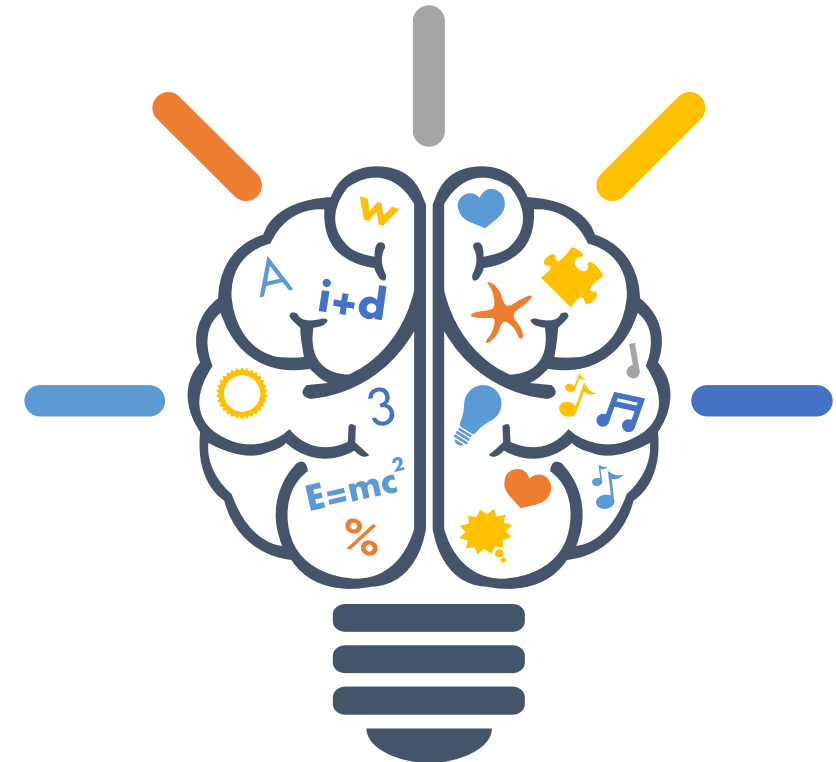
Where is my data?	Desktops Laptops Network Shares (NTFS, NFS...) SharePoint Databases
Who is sending my data?	Trusted users Intruders Spyware Viruses
What data is sent?	PII PHI Source Code Intellectual Property
Who received my data?	IP address Email destination Geographic location
How do I protect my data?	Cut / Copy Paste Print, Print Screen Access Files Removable media

GTB Data Protection Platform

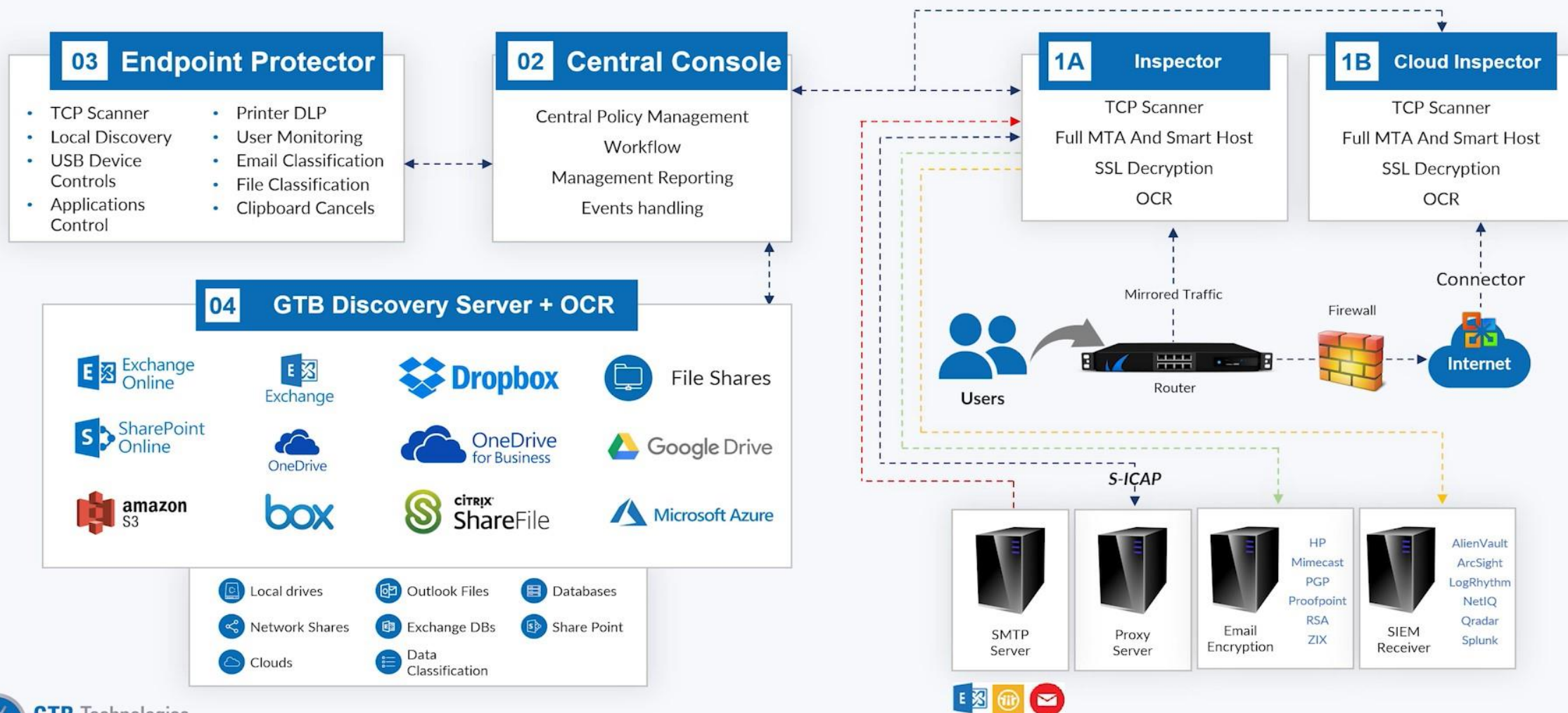
Important Differentiators separating GTB Data Protection from the rest

“Less that 30 days from PO approval to real production, No need to train users.”

- 01 **Accurate detection of Fingerprinted data** (structured, semi & unstructured) on all modules. No limit to the number of fields!!
- 02 **Integrated content-aware classification system**, many targets, including cloud storage.
- 03 **OCR Capability** for both Data in Motion & Data at Rest
- 04 **Native Cloud Scanners**, for more than 75 cloud accounts.
- 05 **Unique File Share Auditing** that's focused on the End User / File share



GTB Technologies Enterprise Data Protection Suite



GTB Data Protection Policies

1. Keywords

- E.g. Confidential / Restricted / Password
- By Business Units
 - HR : Salary / Bonus / Payroll / Job Analysis / Job contract
 - Accounting & Finance : Budget / Audit / P&L / Sales Forecast
 - Legal : Agreement / Contract / Classified
- Example: Partial content from Agreement A

The Schedules to this **Agreement** will be updated by the Parties as set forth in this **Agreement** as necessary or appropriate during the Term to accurately reflect the evolution of the Services and components and elements of the services as described therein and the development of the law applicable to the Services.

2. Patterns

- Typical Use : Detects based on Predefined formats (Valid)
- Example : NRIC / Phone Numbers / ZIP Codes
 - HR : NRIC (SG – S1234567K) (MY – 770807-10-4321)
 - Financial Institutions : Credit Card / BAN
 - Retail : Loyalty Program Membership

Example: Partial email content from Sender A to Receiver B

Hey Dude,
Here is the list of credit card and NRIC numbers you wanted....
Sammy Lee **5521152244558874**
Chee Mun 1111222233334444
Kevin Pang **S1234567K**
Andrew Lum X1234567X

3. Intelligent Detection - Fingerprinting

▪Typical Use : Protect data unique to business or for compliance purposes

- Compliance: Ability to detect perfect matches to PII / PCI:
 - Match an NRIC to a name, address and/or phone number
 - Match a NAME to a credit card number.
- Intellectual Property : Exact or partial Match to Documents, Files (Any Data format)

▪Reduce unnecessary detection and reduce False Positives :

What's the use of an NRIC number without a Name or Address to match?
What's the use of a 16 digit CCN number without a name to match?

▪By Business Units / Industries:

- HR : HR Database and Files
- Financial Institutions : Credit Card and BAN from database
- Legal : Case Files,etc
- Hospitals : PII or PHI (Patient Health Information)

(Example: Partial Email Content from Sender A to Receiver B)

Hey Dude,
Here is the list of credit card and NRIC numbers you wanted....
Sammy Lee 5521152244558874
Chee Mun 1111222233334444
Kevin Pang S1234567K
Andrew Lum X1234567X

(Example: Partial Match from Agreement A)

The Schedules to this Agreement will be updated by the Parties as set forth in this Agreement as necessary or appropriate during the Term to accurately reflect the evolution of the Services and components and elements of the services as described therein and the development of the law applicable to the Services.

Data Protection that Works Platform



*"100% catch rate for data leakage?
You bet!"*

*If you have sensitive information on
your enterprise, you need this
device...*

*This is a first rate product with some
real innovations."**

***SOURCE:** First Look GTB Inspector
<https://www.scmagazine.com/gtb-inspector-v12/review/5730/>, 01 May, 2007, Peter Stephenson

Case Study

GLOBAL RETAILER

“Finally, GTB Tech, a real DLP solution which provides exactly that ... data loss prevention. I didn't think one existed after testing 2 of the "market leading" DLP systems. But, we found it”

CHALLENGES

- Enforcing data protection & privacy policies without disruption of end user collaboration and productivity
- Meeting regulatory compliance standards including PCI, PII, EU Data Protection, upcoming GDPR and various country regulatory statutes

FIRST QUARTER RESULTS

- ✓ Detection of sensitive data within a few hours of deployment
- ✓ Prevented theft of PCI data
- ✓ Employee Cybersecurity Education – excellent feedback received, happy with end user remediation popups and the ability to extend data security education
- ✓ IT resources for data protection reduced



Case Study

Finance: Banking Sector Customer: Commercial Bank, Language: Chinese Global locations

The Mission As they were evaluating the other DLP market leaders; this bank contacted GTB Technologies. After a few consultative phone calls the Bank decided to have GTB provide a risk assessment and a live deployment in their network.

The deployment plan was clean, simple and was done solely by Bank personnel with support by one GTB Engineer.

Utilizing the GTB Security Manager, the GTB Engineer created a simple profile to read the database directly from their CRM system and fingerprinted the data; more than 200,000 files were fingerprinted.

The Bank then proceeded to deploy the GTB Endpoint. All deployment was done remotely by Bank personal from the bank's headquarters in Taiwan without GTB involvement.



Mission Accomplished Immediately, the Banks' team noticed significant differences in both ease of deployment and detection capabilities of GTB vs. the DLP "market leaders".

The team was impressed with the quick set up and the almost instant identification of security events provided by the GTB Inspector. The deployment was handled in a day's time, as scheduled, with critical data protected.

The GTB Data Protection system was reporting multiple, accurate events of personal data (PII) sent to many different unauthorized destinations.

The bank decided to quickly move to enforcement mode where critical data sent was blocked by policy.

The GTB Data Protection solution was chosen by the Bank to be it's DLP solution.