



When To Sell Guide: SafeGuard Easy (SGE) or SafeGuard Enterprise (SGN)

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SGE: “Install and forget” full disk encryption solution with no requirement for comprehensive central management.
SGN: Centrally managed (policies, keys, reports) for a variety of end devices. Scalable security for data at rest, in motion, in use
Both provide excellent encryption security but are aimed at different target environments. The table will help suggest the best solution.

Decision Criteria	SafeGuard Easy: Features & Benefits	SafeGuard Enterprise: Features & Benefits
Data Security coverage: Data at rest, in motion, in use	Specific solution for data at rest only -Encrypts data on hard disks (internal, external) Note: SGE offers limited removable media features. Use SafeGuard RemovableMedia or SGN for more	Comprehensive & scalable solution that protects: -Data at rest: Desktop, Laptop, server, PDA ³ , smart phones ³ -Data in motion: RM (inc. rewritable CD/DVD), email ² , common file share ² -Data in use: Integration with tamper-resistant hardware security modules ³ The end user devices are all managed by the SGN central console
Management: Central console vs. stand-alone (install & forget)	Ideal for stand-alone “install & forget” deployments with no central management requirements. Managed by 3 rd party standard s/w deployment tools already in place	-Centralized, role-based management and policy implementation -Ability to import accounts from ActiveDirectory
Business size (# of users): -Small-medium (1-500) -Medium-large (500+)	Small/medium (1-500 users). Usually, with some exceptions, smaller businesses prefer “install & forget” solutions without investment in central management	Medium to large (500+ users). Usually prefer centrally managed solution for consistent policy enforcement, key management and audit ability.
Encryption key mgmt.: Centralized vs. local	Local user accounts and keys, ideal for install & forget type of management	-Centralized key backup, recovery, storage (in addition to local storage) -Integrates with existing PKI, or creates own certificates (X.509 standard) -Integrated keys for data security at rest, in motion, in use applications
Type of encryption: -Full-disk (sector-level) -File-level	-Full disk encryption only. No unencrypted data on media -Simpler policy settings for administrators	Both full disk (sector-level) and/or file-level encryption. Allows greater flexibility (mix encrypted, unencrypted data) and portability (access encrypted data on PC w/o SG s/w). System partition is full-disk encrypted.
Power On Authentication (POA) options	-Simple, text based POA login screen -No support for mouse, Unicode characters, network -Support for tokens, biometrics (Lenovo fingerprint)	-Windows-like graphical UI-based POA. Customizable login screen images -Supports mouse, Unicode characters (international keyboards) -Option for future product versions- network support at POA -Expanded support for Smartcards, readers (PKCS#11, PC/SC, CCID stds.)
Reports, Logs	Up to 30 log types. Securely stored in local event viewer	Up to 300 log types (centrally consolidated) for detailed reports and audits
Operating System Support	Windows XP, 2000, 2003 Server	Windows XP (SP2), 2003 Server, Vista ¹
Vista BitLocker support	No	Yes ¹ . Management, reporting
Client/server communication	(Optional) RPC/DCOM	XML/SOAP protocol over port 80. Requires no special firewall settings
Certifications	FIPS 140-2, Common Criteria EAL-3, NATO Restricted	FIPS and Common Criteria certifications are in progress
Architecture scalability Investment protection	Fixed solution fulfils need for full disk encryption	Scalable solution, enables you to add modules to comprehensively secure data at rest, in motion & in use on a variety of devices, environments
Ease-of-use	Both SGE & SGN offer single-sign-on (SSO) to the operating system for no slow down in productivity, user-transparent	

1. Expected Q3/2007. Actual availability may vary
2. Expected Q1/2008. Actual availability may vary
3. Scheduled for a future release