

## The Company

SECUDE is an established global security solutions provider that extends Microsoft Information Protection (MIP) for SAP and CAD users. With a focus on making the business process for data protection efficient and automated with little or no user interaction, SECUDE's goal is to provide ease of use while minimizing cost of rollout and operations.

Secude is a member of the [Microsoft Intelligent Security Association \(MISA\)](#), a community of top cybersecurity professionals who create solutions that integrate with Microsoft security products.

## Secude HALOCORE® Solution Focus

1. Applies MIP data security automatically before data leaves the secure perimeter.
2. Auto-generates alerts when unauthorized download attempts are detected.

## Secude HALOCAD® Solution Focus

1. Extends the security templates provided by MIP to the complete lifecycle of CAD documents.
2. Users may only view/edit CAD files created by another user if they have been granted authorization to do so. These protections continue regardless of where the file goes.
3. A plug-in for CAD and PLM apps can be used to set read/write restrictions based on MIP permissions. A HALOCAD® Reader plug-in grants read-only permissions.

## Secude Competitive Advantages

- **Full MIP Integration.** HALOCAD® and HALOCORE® are the only EDRM solutions that provide the same level of protection afforded by MIP.
- **Automatic Protection.** Organizations no longer need to apply data protection manually to SAP and CAD documents. HALOCORE® and HALOCAD® can apply all MIP sensitivity labels automatically and without user engagement.
- **Always-On Protection.** Where others may provide some levels of protection when data is in transit, HALOCORE® and HALOCAD® provide data protection in transit, in use, or at rest.

## Companies & Decision Makers

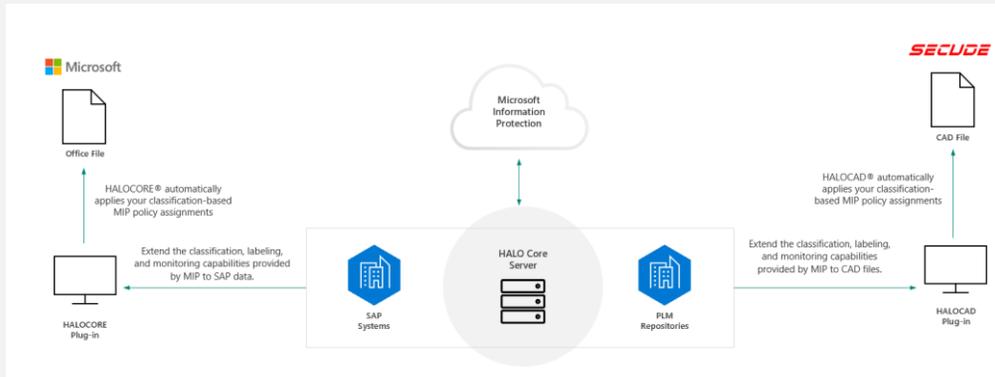
- **Target buying roles:** SAP security teams, CISO teams, CAD engineers, PLM managers (who manage the CAD engineers). Initial targets are security personnel under CISO.
- **Key end-users:** Authorized internal users; Partners, vendors, suppliers, remote employees and others who need access to SAP and CAD data outside of the corporate firewall.
- **Target co-sell geography:** Worldwide.
- **Target market:** enterprise digital rights management; data security and compliance.

## The conversation: Understand the need. Understand the why.

When discussing needs, it's important to understand the customers security challenges and how they are impacted by these within both the organization and their industry. Gaining these insights narrows the conversation and helps identify how the combined value of Microsoft Information Protection and Secude can help in both the short and longer term.

Need	Benefit & Response
<p><i>Our business requires collaboration with outside organizations—but we don't have a reliable, efficient way to protect our SAP or CAD data once it's outside the network.</i></p>	<ul style="list-style-type: none"> <li>• Extend the protection of MIP to any endpoint using SAP or CAD data</li> <li>• All capabilities of MIP are provided to externally requested data automatically</li> <li>• Automatically apply exact MIP labels to SAP and CAD data</li> </ul>
<p><i>I must manually apply data protections every time I export, download, or access SAP or CAD data outside the application. It's time consuming and not as secure as MIP.</i></p>	<ul style="list-style-type: none"> <li>• Automatically applies classification-based MIP policy assignments</li> <li>• Remove manual data protection steps from the hands of suppliers and ensure always-on protection</li> </ul>
<p><i>We need to become compliant with data privacy and sharing standards outside of the network.</i></p>	<ul style="list-style-type: none"> <li>• Ensure continuation of data compliance policies with suppliers and partners</li> <li>• Ramp up new suppliers faster and with less friction in establishing compliance policies</li> </ul>

## Secude Reference Architecture



## Secude HALOCORE®

HALOCORE® scans all data coming out of SAP, classifies it based on user role and authorization levels, and protects documents with strong encryption. With integration with the Microsoft Information Protection (MIP) API, HALOCORE® reads the meta data tied to the document or data in question and applies the appropriate security label so the data is only used or shared to the extent allowed by MIP.

## Secude HALOCAD®

HALOCAD® extends the security templates provided by Microsoft Information Protection (MIP) to the complete lifecycle of CAD documents. Engineers and industrial designers creating CAD files can apply the appropriate level of rights access for sharing and editing rights. These protections continue, regardless of where the file goes, ensuring protection across the complete lifecycle.

## Key Considerations

- Secude is Azure IP Co-Sell approved and available in the Azure Marketplace
- Secude offers low-cost proof-of-concept and monitor trial options for organizations. Please contact Secude for details.
- Microsoft is a Secude customer and reference customer of HALOCORE for their own enterprise-wide SAP use.

## Core Value Proposition

With HALOCORE® and HALOCAD® from Secude, organizations who depend on the protections of enterprise digital rights management (EDRM) provided by Microsoft Information Security (MIP) can share data beyond the network knowing it will be protected.

When sensitive HR, CRM, and other ERP data needs to be accessed outside the confines of SAP, Secude HALOCORE® monitors it and blocks data that should not be shared; permitted data is advanced with the same sensitivity labels MIP is set to. Organizations who rely on contractors, vendors, and suppliers working on proprietary and confidential CAD designs also benefit with automatic file protection during checkout and read only or read/write options.

Extending the level of protection afforded by MIP removes the dependencies on unenforceable non-disclosure agreements (NDAs) to enforce data security and ensures greater overall data protection and compliance. This also fosters better collaboration and engagement with the teams and individual companies rely on to innovate.

## Secude Key Benefits



**Data-Centric Protection**  
Monitor and protect sensitive SAP and CAD data beyond the security of the network.



**Secure Collaboration**  
Share data and collaborate with partners, suppliers, and others, knowing your sensitive data is protected.



**Greater MIP Value**  
Extend the discovery, classification, labeling, and monitoring capabilities provided by Microsoft Information Protection.

## Secude Contact Information

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