



## **INFORMATION PRESSE**

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## **Cisco et EMC s’allient pour renforcer la sécurisation des données de leurs clients**

- A l’occasion du Cisco Partner Summit 2008, Cisco et EMC ont annoncé le renforcement de leur alliance dans le but de mettre à disposition de leurs clients des solutions de sécurisation des données.
- Ce partenariat repose notamment sur des solutions de sécurisation des infrastructures de stockage, des serveurs, des réseaux et des centres de données.
- Conçue grâce à une collaboration entre Cisco, EMC et RSA (la division sécurité d’EMC), cette solution permet aux utilisateurs d’améliorer la sécurité des données sensibles, stockées dans les centres de données, les ordinateurs et les serveurs, mais également de celles échangées au sein des réseaux de l’entreprise.

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## **Cisco and EMC to Collaborate to Help Customers Strengthen Data Security**

*Companies Disclose Plan to Expand their Collaboration in DLP, PCI Compliance, Data Center Security, Data Encryption, and Key Management*

SAN FRANCISCO – RSA® Conference – April 7, 2008 – Cisco and EMC (NYSE: EMC) today announced the intention to expand their strategic alliance to offer customers holistic data security solutions that span different layers of the information technology (IT) infrastructure, including storage, servers, networks and data center security. The companies plan to build on their existing collaboration to develop integrated products, services and best practices by taking advantage of resources and technology from Cisco, EMC, and RSA, the

Security Division of EMC. These will be designed to provide customers with the ability to discover, secure, track and enforce the usage of sensitive data stored in the data center and at desktop and server endpoints, as well as while sensitive data is transmitted across enterprise networks.

“The data security market is very fragmented with add-on point tools at every layer of the IT stack which leads to management complexity for customers,” said Robert Gleichauf, chief technology officer of Enterprise, Services and Security at Cisco. “Cisco, along with EMC and RSA, its security division are strongly positioned to provide a holistic approach to addressing businesses’ data security needs encompassing products, services, and best practice processes across the network and the other layers of the IT infrastructure.”

### **Integration of Data Loss Prevention**

Cisco and RSA intend to collaborate in various areas of Data Loss Prevention (DLP) and provide a rich set of DLP professional service offerings to enterprise customers. Cisco intends to integrate data-classification technology from RSA’s DLP Suite with Cisco’s DLP capabilities in the network and on desktop and server endpoints, and RSA plans to take advantage of Cisco policy enforcement capabilities with the RSA® DLP Suite. The companies intend to enable the RSA DLP Enterprise Manager to manage DLP policy administration for the combined Cisco and RSA DLP solutions. Cisco and RSA also intend to collaborate on the endpoint to provide integrated host protection, policy control and data protection for desktop, laptop and server platforms. As a first step, Cisco plans to enhance the DLP capabilities of Cisco® Security Agent with RSA's classification technology. This new functionality will be able to be managed via the Cisco Security Agent Management Center or the RSA DLP Enterprise Manager.

### **Collaboration in Data Center Security, Data Encryption and Key Management**

Cisco and RSA also intend to continue to collaborate in the area of data center security, data encryption and key management. Customers will soon be able to encrypt data-at-rest stored on tapes and virtual tapes through the integration of Cisco MDS 9000 Storage Media Encryption (SME) and the RSA® Key Manager. This integrated solution is scheduled to be available via EMC in May and will be designed to provide enterprise key management for customers who plan to encrypt sensitive data-at-rest. Cisco and RSA intend to work together to integrate additional security capabilities into Cisco TrustSec for data-in-motion encryption

with the Cisco Nexus 7000 platform. To provide security for e-mail traffic, RSA intends to interoperate with Cisco's Registered Envelope Service technology to encrypt sensitive e-mails discovered by RSA DLP Network.

### **Expand PCI Reference Architectures**

Cisco and RSA also plan to expand on their PCI reference architecture which helps enable customers to audit and run reports on their systems to ensure compliance with PCI regulations. The broader data-security reference architecture will showcase how customers can discover and monitor sensitive information and will provide the appropriate enforcement controls. The Cisco Lean Retail solution that incorporates five RSA® PCI Solutions will be enhanced with the release of the Cisco Application Control Engine (ACE) Web Application Firewall. The Cisco ACE Web Application Firewall can comprehensively inspect and provide security for Web-based application data including HTML, XML and Web service requests, helping customers to efficiently satisfy the June 2008 Payment Card Industry (PCI) application firewall requirements.

“Data security is very challenging. Due to regulatory and non-regulatory drivers, customers need to secure sensitive data and gain stronger visibility into where that data resides. The answer lies in coordinated product innovation, strategic partnership and professional services,” said Dennis Hoffman, Vice President and General Manager for Data Security and Chief Strategy Officer at RSA, the Security Division of EMC. “By working with industry leaders, like Cisco, we are helping our customers solve these challenges. By developing solutions with Cisco, customers can discover, monitor, and enforce the use of sensitive data directly into the infrastructure – no matter where it moves, how it moves or where it is stored.”

#### **About Cisco**

Cisco, (NASDAQ: CSCO), is the worldwide leader in networking that transforms how people connect, communicate and collaborate. Information about Cisco can be found at <http://www.cisco.com>. For ongoing news, please go to <http://newsroom.cisco.com>.

#### **About EMC**

EMC Corporation (NYSE: EMC) is the world's leading developer and provider of information infrastructure technology and solutions that enable organizations of all sizes to transform the way they compete and create value from their information. Information about EMC's products and services can be found at [www.EMC.com](http://www.EMC.com).

#### **About RSA**

RSA, The Security Division of EMC, is the premier provider of security solutions for business acceleration, helping the world's leading organizations succeed by solving their most complex and sensitive security challenges. RSA's information-centric approach to security guards the integrity and confidentiality of information throughout its lifecycle - no matter where it moves, who accesses it or how it is used.

RSA offers industry-leading solutions in identity assurance & access control, data loss prevention & encryption, compliance & security information management and fraud protection. These solutions bring trust to millions of user identities, the transactions that they perform, and the data that is generated. For more information, please visit [www.RSA.com](http://www.RSA.com) and [www.EMC.com](http://www.EMC.com).

This release contains "forward-looking statements" as defined under the Federal Securities Laws. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (i) Cisco, EMC and RSA have not entered into a definitive agreement related to this collaboration and there are no assurances that they will enter into such definitive agreement or develop or market the solutions described above ; (ii) adverse changes in general economic or market conditions; (iii) delays or reductions in information technology spending; (iv) risks associated with acquisitions and investments, including the challenges and costs of integration, restructuring and achieving anticipated synergies; (v) competitive factors, including but not limited to pricing pressures and new product introductions; (vi) the relative and varying rates of product price and component cost declines and the volume and mixture of product and services revenues; (vii) component and product quality and availability; (viii) the transition to new products, the uncertainty of customer acceptance of new product offerings and rapid technological and market change; (ix) insufficient, excess or obsolete inventory; (x) war or acts of terrorism; (xi) the ability to attract and retain highly qualified employees; (xii) fluctuating currency exchange rates; and (xiii) other one-time events and other important factors disclosed previously and from time to time in EMC's filings with the U.S. Securities and Exchange Commission. EMC and RSA disclaim any obligation to update any such forward-looking statements after the date of this release.