

Problem/Solution Case Study

Tier 1 automobile manufacturer with 13,000+ employees



Company Overview

Showa Corporation is a global manufacturer of high-performance automotive, motorcycle and outboard suspension systems based in Japan. The company has 25 locations across Europe, China, Asia, South America and North America, four of which are in the United States. American Showa Inc. is one of the subsidiaries that is located in Columbus, Ohio and is a current LockDown customer.

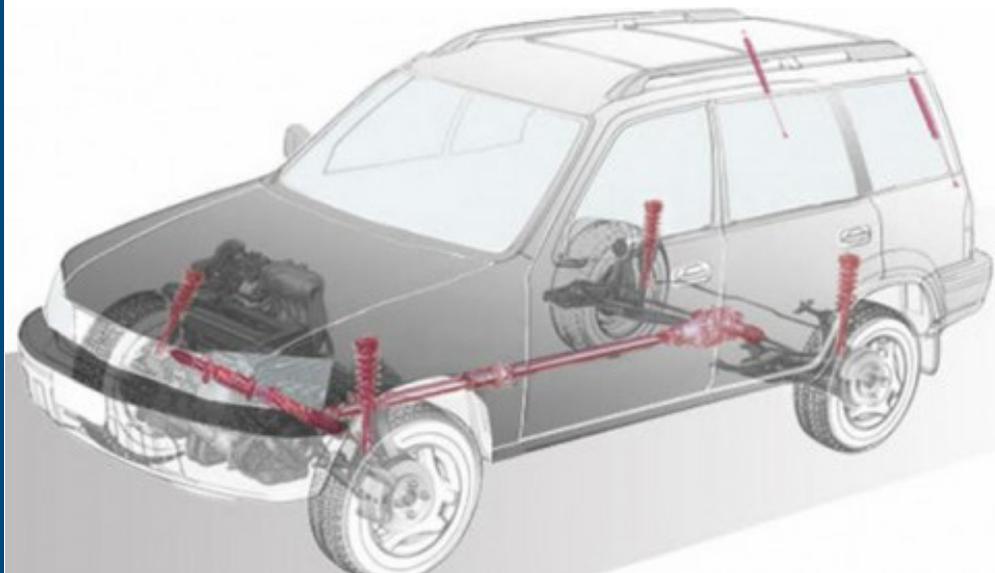
Challenge

Showa adopted a file protection policy where sensitive documents that needed to be shared with employees and external parties were encrypted, then emailed. Immediately following the email containing the attached encrypted file was another email that contained the password to decrypt the preceding file.

Although this policy was superior to emailing unprotected documents, it still presented significant data protection problems, as well as user error possibilities. Specifically, once the emails containing the encrypted files and passwords were sent, Showa was exposed to the security practices and behavior of the recipients.

“LockDown helps us go directly to the root of a potential issue, securing the document and allowing us to move away from policy or trust-based security of intellectual property.”

- Sean Henry, CISO
American Showa



Customer Benefits



Meet Industry Compliance
(NIST 800-171, etc)



Control File Permissions
Restrict printing, copy/paste, export and forwarding, add dynamic watermarks, etc.



User Access Control
Permit and revoke access in real time with patented technology



Persistent File Security
Encryption travels with document in transit, in use and at rest



Audit Log Text
Track by whom and when your documents have been viewed



Global Security
Eliminate concern for foreign surveillance while traveling internationally



Ease of Use and Deployment
Takes less than 10 minutes to deploy and train new users

Solution

LockDown solved this problem by:

- Shifting communication of sensitive information away from email (the primary target of phishing attacks).
- Ensuring that only the intended recipients were able to access confidential files.
- Automatically (no manual work for the user, therefore, no potential for user error):
 - Encrypting each file.
 - Managing encryption keys.
 - Decrypting each file for only the intended recipient.
 - Re-encrypting each file after use.
- Preventing unauthorized sharing of files or passwords (there are no passwords to share).

Additionally, Showa benefited from:

- A comprehensive, immutable user activity log detailing who/what/when each file was opened.
- The ability to revoke access to sensitive information at any time, including after it had been shared.
- No data being stored local to any devices unless expressly permitted.
- Conducting communication about sensitive documents in a private, encrypted environment.
- Document sharing and communication about those documents being conducted safely in a contained, controlled workspace.

LockDown is working closely with the CISO at American Showa to validate the superiority of our offering, then to deploy our product company-wide to all 25 locations.