

Ciphertex

Case Study



Company

Ciphertex

Location

Los Angeles

Contact

ciphertex.com

Industry

Data Security

Exos Drives Help Protect Critical Data in Systems From Ciphertex

Data breaches and loss can be crushingly costly. In addition to financial burdens, people's lives can be at stake when data goes missing. According to a 2018 survey from Healthcare Information and Management Systems Society, data breaches, ransomware, and malware that steal credentials are the top threats to the healthcare information and management industry. Other industries that must prioritize critical data security include forensics, oil and gas, the military, and government.

The growing demand for information safety in fields where data makes a life-critical difference is the reason Ciphertex Data Security exists. The Los Angeles-based firm solves problems that stand in the way of keeping digital records secure. Its petabyte-scale data transport solutions meet compliance and data privacy requirements with encrypted, portable, and ruggedized storage.

Seagate-powered Ciphertex drives, RAID systems, and portable multi-bay NAS servers integrate hardware-based AES 256-bit encryption with the latest in storage technologies and smart design. The U.S. government, the military, the FBI, forensic investigators, healthcare giants, major entertainment companies, and other clients whose missions are critical trust Ciphertex for enterprise-grade solutions.

And who does Ciphertex trust? Seagate Technology.

Tried and True: Seagate's Enterprise Drives

Over the last nine years, a key to Ciphertex's success has been Seagate® enterprise hard drives. They impressed Ciphertex after the company conducted rigorous testing involving hours of software testing on each model. When a drive passed that phase, it was installed into a system where it endured the so-called "burn-in test" during which the temperature is elevated for 48 hours. Every one of the Seagate Exos™ models passed Ciphertex's tests with flying colors. As a result, the company routinely includes Exos drives in the systems it builds for high-profile clients.

"We don't make a decision unless we test things," says Ciphertex's president Jerry

Exos Drives Help Protect Critical Data in Systems From Ciphertex



Kaner. “Testing is expensive.” All units sold by Ciphertex undergo testing for vibration, shock, temperature, altitude, and humidity.

“Ciphertex makes products that are ruggedized and meet the U.S. military demands,” says Steve Hitchcock, senior sales accounts manager at Seagate who manages the Ciphertex account.

“If Seagate drives are secure enough for the U.S. military,” he notes, “then they’re good enough for the server rack.”

Seagate’s Exos line offers out-of-the-box self-encrypting drives. Among them are the X class drives—an apt choice for enterprise hyperscale applications and massive scale-out data centers. These models deliver best-in-class security features, like tamper-evident labels, to help protect data where it lives and FIPS and Common Criteria certified options. Since Ciphertex chooses to self-encrypt the drives on its own, its go-to staples have been the helium Exos X10 and the Exos E series, which offer maximum storage capacity for highest rack space efficiency and bring down the total cost of ownership to lowest available. Helium means heat and weight savings. In a server room with 5,000 of these drives, the weight savings add up to lower building and energy costs. The performance of each drive is also improved.

Ciphertex integrates these enterprise-class drives into its own signature self-encrypting systems that are HIPAA and HITECH certified, which means they are able to encrypt and transfer critical data. Ciphertex offers three- to five-year limited warranties and free technical support with the products.

An Unassailable Reliability

Kaner has been so impressed with Seagate drives that, unless Ciphertex’s client specifically requests a drive made by another company, Ciphertex opts to use Seagate drives by default. What prompts this choice? Unassailable reliability and attentive service.

“We liked the performance, we liked the reliability, and when we had tech-related questions, Seagate responded immediately,” says Kaner. “Seagate reps came to our office multiple times; we got support 24x7. We learned that we could rely on Seagate.”

Reliability is paramount to Ciphertex because the data it protects is sometimes used as evidence in court of law or used on reconnaissance aircraft. “If you want to move over 100TB of data, you can’t do it over the Internet any longer: it would take a couple of months or weeks,” Kaner explains. “And if you do it, people can steal that from you.” So Ciphertex makes multiple copies, sends data on a ruggedized drive by mail, and sends the encryption key separately, using multi-factor verification.

“The most precious commodity is no longer oil,” he says. “It’s data security.”

Seagate is proud to help provide it.

“We liked the performance, we liked the reliability, and when we had tech-related questions, Seagate responded immediately. Seagate reps came to our office multiple times; we got support 24x7. We learned that we could rely on Seagate.”

Jerry Kaner
Founder and President
Ciphertex Data Security

Learn More

For more information on Seagate enterprise drives, visit

www.seagate.com/enterprise-storage/exos-drives

seagate.com

AMERICAS
ASIA/PACIFIC
EUROPE, MIDDLE EAST AND AFRICA

Seagate Technology LLC 10200 South De Anza Boulevard, Cupertino, California 95014, United States, 408-658-1000
Seagate Singapore International Headquarters Pte. Ltd. 7000 Ang Mo Kio Avenue 5, Singapore 569877, 65-6485-3888
Seagate Technology SAS 16-18, rue du Dôme, 92100 Boulogne-Billancourt, France, 33 1-4186 10 00

© 2018 Seagate Technology LLC. All rights reserved. Seagate, Seagate Technology and the Spiral logo are registered trademarks of Seagate Technology LLC in the United States and/or other countries. Exos is either a trademark or registered trademark of Seagate Technology LLC or one of its affiliated companies in the United States and/or other countries. All other trademarks or registered trademarks are the property of their respective owners. When referring to drive capacity, one gigabyte, or GB, equals one billion bytes, one terabyte, or TB, equals one trillion bytes, and one petabyte, or PB, equals 1000TBs. Your computer’s operating system may use a different standard of measurement and report a lower capacity. In addition, some of the listed capacity is used for formatting and other functions, and thus will not be available for data storage. The export or re-export of Seagate hardware or software is regulated by the U.S. Department of Commerce, Bureau of Industry and Security (for more information, visit www.bis.dot.gov), and may be controlled for export, import, and use in other countries. Seagate reserves the right to change, without notice, product offerings or specifications. CS588.1-1806US, June 2018