

Technology and Cost Optimization

A Breakdown from Eclipses CIO, Jefferson Dance

Problem: Data security costs keep rising, compliance and breach costs keep rising. New tools promise the world, but only add activity, expensive licenses, high-cost resources, while marginally improving your data security operations and business outcomes, while not reducing the actual risk to your organizations confidential data.

How does Eclipses MTE optimize technology/security cost while protecting data?

Eclipses MTE was designed from the ground up for the optimization of data security operations by removing third parties and reliance on external key vaults to secure the data in transit, this allows each application (web, mobile or API) to uniquely encrypt each data packet without reliance on the network. Each application data packet is uniquely encrypted and encoded, then will be decrypted and decoded and data deposited in the database.

Containerized and delivered via cloud marketplaces Eclipses MTE allows organizations to integrate into operations in a matter of a few clicks to protect an application or service consuming data. This allows organizations scale up data security hyper efficiently without additional:

1. Extra costs, one license or consumption for on demand applications.
2. No added resources or specialized training, you have the skills you need TODAY!
3. No change to the end user or announcements or marketing costs, completely seamless integration.
4. No change to application or API code.
5. No change to back-end systems.

Eclipses MTE has helped our clients achieve cost optimizations by removing the following technologies and licenses in these areas:

1. **Removal of third-party VPNs**, with the data and end points synchronized and encrypted a network level VPN became redundant, the licenses were removed and the data, credentials and PII were completely protected in transit This resulted in a 30 to 40% cost savings on average. Improved performance, and full data protection.
2. With Eclipses MTE ability to **synchronize and encrypt data**, if the data is not received in the required format, the packet is dropped and not processed, Eclipses MTE operates similarly to a web application firewall, this allowed for the **removal of third-party appliances** and the **associated licensing costs**.
3. **Hybrid (on premise to cloud)** because of the unique Eclipses MTE capabilities, we have seen companies utilize our technology to replace traditional VPN and firewalls to simply secure connectivity between on premise and cloud operations.
4. **PKI solutions and infrastructure, third party key vaults** and other **PAM related expenditures**. With a reduced need for expensive solutions to generate, distribute, provide keys and PAM credentials, clients to realize **cost efficiency of up to 50%**. Without the need to rely on a third party to provide and secure keys for applications, this allows for improved performance, cost optimization and improved security operations and posture with reduced attack surface area's.
5. **Time to implement**, no need for costly consulting dollars, or "soak in periods" or additional development costs. You can improve your security operations in hours instead of months, protect your data and credentials "the Crown Jewels" in the next release. See immediate value, mitigated attack vectors, reduce risk, financial and reputation impact, and eliminate the potential for a breach to disrupt operations and customer trust.