



Executive Overview

As enterprises find themselves compelled to address the growing risk of security breaches affecting personal data, intellectual property, partner data and other sensitive information, the task is becoming increasingly complex. Sustained 50% growth of data volumes and the adoption of distributed, multi-tiered storage architectures and third-party services highlight the limitations of software- or appliance-based products in solving a problem that extends across a widespread environment. The demand for a unified and integrated storage security that can scale from tactical deployments throughout the storage environment has never been greater.

CipherMax has developed a family of enterprise storage security solutions that address the vulnerability of sensitive data, both inside and outside the datacenter. Secure data storage solutions designed for use with CipherMax systems take advantage of scalable port counts, single-pane-of-glass system administration and fabric-based intelligence to support enterprise networks without compromising the breadth of protection, system manageability or security strength. Business benefits include:

- Ability to address regulatory compliance requirements for data privacy and confidentiality
- Minimized administration costs via centralized system management
- Highly scalable architecture enables enterprise-wide coverage for broad deployment
- Lowest TCO of all hardware solutions – as low as 25% of competitive solutions
- Support for migration to encrypting tape drives and VTL with global administration

CipherMax is continuing to extend this concept through the introduction of new applications and product enhancements, ensuring our technology lead in this rapidly growing market.

CipherMax is headquartered in San Jose, CA and performs R&D and customer support activities in San Jose and Houston, TX, with sales offices in North America and Asia.

Products

CipherMax provides the first practical, manageable and affordable line of solutions for securing sensitive data throughout enterprise storage environments. Users can start with affordable, entry-level solutions for tactical deployments and scale to support requirements throughout the enterprise. An intelligent, fabric-based architecture eases deployment and ongoing management, providing transparency to storage workflows and operations.

CipherMax delivers value above and beyond alternative solutions in the following areas:

- Single-pane-of-glass administration of all CM systems for system and key management
- Performance up 4x that of first-generation encryption appliances in a compact 1U system
- Auto-discovery of all SAN devices and zoning configurations for easy deployment
- Flexible configuration modes for integration into new and existing networks
- Lowest TCO based on equipment, operational and maintenance costs

As storage security evolves from software- and appliance-based approaches to integrated encryption services, CipherMax provides the only storage security system that supports your entire data protection environment. CipherMax's future-proof architecture enables data encryption on legacy tape drives, next-generation encrypting tape drives and VTL, administered by a convenient, single-pane-of-glass management interface.



CipherMax products include:

CM140T – Compact, high-performance security solutions for tape and VTL applications

CM180D – Compact, high-performance security solutions for disk-based storage

CM250 – Mid-range, modular chassis-based system for enterprise applications

CM500 – High-end, modular chassis-based system for enterprise applications

SAN Cruiser – Global network management system for storage and security administration

Key Cruiser – Remote key and security policy backup repository for assured data recovery

CipherMax's proven, innovative storage security architecture forms the basis for several applications that target the critical storage security requirements of the enterprise:

- SecureSAN
- SecureDR (Data Replication)
- SecureVTL (Virtual Tape Library)
- Global Management for Integrated Encryption Services

Partnerships

At CipherMax, we know that building successful network storage environments is based upon how well the solution works with complementary hardware and software products in customer IT environments to provide comprehensive business solutions. That's why we are dedicated to working with leading solutions vendors like IBM, Sun and HP. This partnership allows CipherMax to offer customers data security through encryption of disk and tape, data replication, disk-based backup, integrated encryption services, and other applications.

In fact, the power of the CipherMax architecture provides the ability to leverage partnerships that push the available technology to the limits. What results is a unique ability to combine the best products, services and software, and tie it all seamlessly together as a single customer solution that solves real business problems.

CipherMax Executive Management Team

- **Ray Kao**, Co-founder, Chairman & CEO
- **Mike Witkowski**, Co-founder and CTO
- **Jack LeWinter**, Vice President, Sales
- **Chung Dai**, Vice President, Engineering
- **KJ Liu**, Founder and Vice President, Asia Pacific Sales
- **John Jeng**, Vice President, Operations
- **Eugene Lee**, Vice President, Finance
- **Greg Farris**, Director, Marketing

CipherMax Board of Directors

- **Ray Kao**, Co-founder, Chairman & CEO
- **Eric Copeland**, Venrock Associates
- **David Liddle**, PhD., US Venture Partners
- **Jim Jones**, Scale Venture Partners

For detailed bios of the executives and directors, please visit us at www.ciphermaxinc.com/.