

Comprehensive Data Compliance and Protection

User Tracking and Compliance Policy Enforcement is Key to Comprehensive Compliance and Protection

Regulatory Compliance Driving Data Usage Auditing and Policy Enforcement

Federal financial reporting transparency regulations such as the Basel II, and personal health records and financial data privacy regulations such as HIPAA and the Gramm Leach Bliley Act in the U.S. have placed new demands on companies. These regulations require among other things that organizations apply appropriate controls to protect and document the integrity and security of their access and use of sensitive data. The bottom-line: policies controlling access to, and use of applications and data must be strictly enforced and an audit trail of who has accessed the information must be maintained.

Today It's All About Protecting Your Data

While organizations have made significant investments in firewalls and intrusion detection systems to protect their network perimeters, these systems have proven they can not prevent authorized system users from accessing data inappropriately. In fact, most data security breaches occur by authorized insiders. Over the last three years many high profile data breaches have been regularly reported in the press. As more data is centralized in larger databases, the risk of data theft and misuse grows larger.

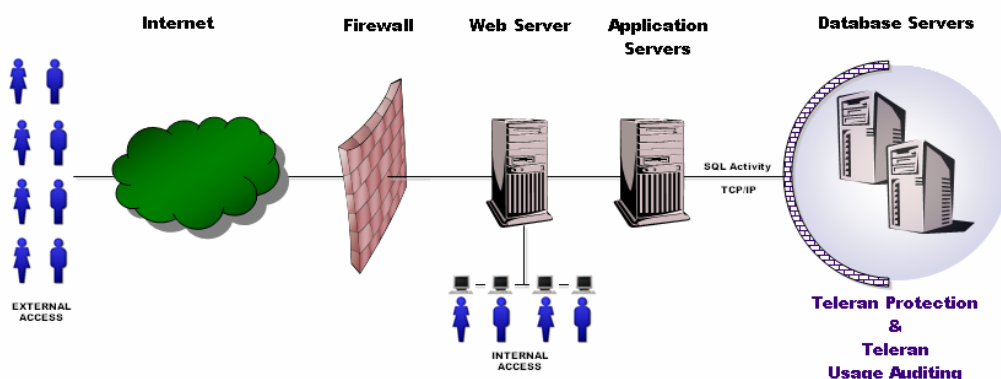
A more effective approach is needed that is focused on user access and extraction of the data itself. Amit Yoran, the cyber security czar for the U.S. Department of Homeland Defense bolsters this view, "tighter data controls are needed for achieving data integrity and compliance. This can most effectively be accomplished by monitoring and controlling authenticated user behavior at the user and data access level."

Teleran Continuously Tracks and Controls Who Is Looking at Your Data

Teleran's enterprise compliance solution for business-critical applications provides a centralized auditing and enforcement layer inside the firewall. Independent of applications and databases, it audits user, application and data usage activity, and its real-time policy enforcement acts as a "database firewall" controlling access to, and protecting the integrity of the data in real-time.

Residing on the network between the applications and databases, Teleran's software solution continuously watches and controls access to data at a granular level. It is a physical and logical barrier that blocks inappropriate data use before the database is reached.

Teleran Software Acts Like a Database Firewall



You'll Always Know Who Is Accessing Your Data With iSight™

iSight continuously audits, analyzes and reports on user, application and data usage for compliance and security management. Like an air traffic radar screen, iSight provides visibility on who is using what application, and what data they are accessing. With over 80 standard Web-based reports and analyses, iSight provides data security/privacy and regulatory compliance reporting. It also alerts security and compliance staff to inappropriate or suspicious activities and identifies conditions that can be corrected with iGuard policies.

iGuard™ Policy Manager Automatically Protects Sensitive Data

iGuard acts like an air traffic controller, automatically protecting the system from inappropriate or unauthorized database queries that violate compliance, privacy and governance policies. Using a patented real-time policy engine, iGuard intelligently screens information requests from applications before they reach the database, blocks those that do not conform to established security or compliance policies, and instantly issues messages that alert compliance and security staff to attempted policy violations and guide users in the appropriate use of the data. iGuard also includes a patented data mining process that creates new policies based on changing patterns of use, thus automatically maintaining effective policies.

Teleran Identity Persistence™ Guarantees Visibility of the Application User

Tracking and managing access by actual user identity is critical for compliance and security management. Most applications today log into the database with a single "generic" database ID. Conventional database monitors lose the identity of the user. With Teleran's ID Persistence feature iSight can correlate the application (or single sign-on) user ID with the database transaction and iGuard policies are applied by actual application user, user group or role for effective and granular policy enforcement.

Teleran Performance and Efficiency Enhancements Deliver ROI

Teleran's products also deliver unique capabilities designed to improve application and database performance and deliver significant ROI. iSight delivers a comprehensive view of the query lifecycle that directs performance tuning of SQL applications and databases. iGuard also prevents long-running and inefficient SQL queries from reaching databases. The iGuard controls operate in conjunction with real-time user messaging that guides users to more efficiently and productively work with their applications and data.

Teleran's products provide critical business performance and productivity benefits, while reducing support and system resource costs. Combining compliance and security capabilities with these operational benefits and cost savings offers a powerful business solution that returns value to the business while protecting key data assets.

Ken Tyminski, Former Chief Information Security Officer, Prudential Financial

"Teleran uniquely fills a critical gap in compliance, security and operations performance management: bridging application and database security, auditing and access controls. Its operational performance improvement capabilities quickly generate real operational savings, giving Senior Information Technology and Business Executives the financial justification and protection benefits they need in these times of tight budgets and increasing risks."

Customer Success

The following Teleran customer success stories describe the benefits and return on investment organizations have gotten from licensing and deploying Teleran software products. Teleran's unique combination of protection, performance improvements and operational cost savings delivers measurable returns and material business benefits.



In 2006 GE Money's consumer credit card application needed to be in compliance with the Payment Card Industry (PCI) Data Security Standard to audit and secure the use of personal financial data. This critical application was also incurring performance problems, violating customer service level agreements and impairing productivity of 600 credit analysts worldwide.

Teleran was brought into GE by Sun Microsystems, a Teleran reseller. GE licensed Teleran software to address both their compliance and performance issues. By using Teleran products, the performance of GE applications improved by 25%, enabling them to meet service levels required by customers and business analysts. GE also saved over \$800,000 in compliance costs by using Teleran compliance auditing and enforcement versus having to develop a compliance solution. This savings produced an ROI of 385%.

William Klancko, IT Leader, GE Corporate

"At GE Money Teleran products allowed us to increase system capacity and performance by 25%, and enabled the company to satisfy PCI compliance demands. As a result, GE Money is planning on rolling out Teleran products enterprise-wide. Teleran provided GE Money several advantages over competitive products in the market. These included:

- *Supporting multiple database technologies on multiple server platforms, enabling enterprise deployment*
- *Capturing more data about the users, applications, database and users' queries*
- *Offering active query policy management*
- *Providing a non-intrusive architecture that did not consume database system resources*
- *Delivering integrated analytics and reporting, requiring no report development"*



In 2007 Mayo Clinic determined that they needed to comply with the federally mandated the Patient Health Information (PHI) Act and the Health Insurance Portability and Accountability Act (HIPAA) for an application that will be used by 2000 physicians. These privacy regulations required that access to patient information needed to be audited and explicitly controlled. After reviewing compliance solutions in the market, Mayo Clinic selected Teleran to implement their data privacy solution.

The Teleran system provided auditing and access controls that enabled them to protect sensitive patient information. It also delivered operational efficiencies that reduced their costs and improved system performance. Mayo Clinic has stated that they intend to extend Teleran use to other Mayo applications throughout their system of clinics.

Tom Fisk, Security Director, Mayo Clinic

"Teleran is the only vendor that provided us with a common security enforcement and auditing framework across all data retrieval applications and databases. The reasons we chose Teleran were that it delivered:

- *Detailed security at database row and column level*
- *Data masking for sensitive patient health information*
- *Individual user tracking independent of the applications used*
- *Both security and operational efficiencies"*

Key Features

- **User, Application and Data Usage Controls** designed to protect business-critical data across users and applications
- **Database Content-aware Access Controls** can be applied by application, user, IP address, and specific database objects
- **Integrated Auditing and Usage Controls** uniquely track and protect in a single software solution
- **Enterprise Scalability** supporting deployment in large, high volume environments
- **Real-time Enforcement** of application usage policies using patented policy engine
- **Automated Alerting** communicates policies or warnings to users attempting to gain access, and alerts security staff to attempted policy breaches
- **Separation of Duties** allows for appropriate checks and balances
- **Identity Persistence** maintains constant understanding of who user is throughout transaction

Teleran Benefits

- **Detailed and Comprehensive** – Audits, analyzes, and controls access by applications, users, and roles at the database, schema, table, column and row levels
- **Reduces Compliance Costs** – Drop-in solution delivers out-of-the-box compliance reporting, requiring no programming or custom set-up
- **Minimizes Staff Overhead** – Automates reporting, enforcement, and user guidance
- **Scalable** – Network-based, unobtrusive architecture installs quickly and requires no performance degrading “in-the-database” agents, traces or monitors
- **Flexible** – Operates with all SQL-generating applications across a wide range architectures and operating systems including Windows, UNIX, LINUX, and z/OS
- **Unobtrusive** – Has zero impact on how business applications are used

Leading Organizations Rely on Teleran for Compliance and Enforcement

Teleran delivers a comprehensive data auditing and compliance policy enforcement solution, based on its proven product platform and patented technology. Organizations such as the Allstate, Bristol-Myers Squibb, Merrill Lynch, the US Army, and many others have deployed Teleran’s solution for ongoing regulatory compliance and security policy enforcement.



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Teleran Technologies is the leading provider of software for ensuring the compliance, security and performance of business intelligence (BI) data warehouses, CRM, supply chain and analytical and other enterprise applications. Through end-to-end knowledge of the application environment—users, queries, applications and databases—Teleran software aligns IT processes with business needs, improving compliance, reducing costs and enhancing performance and productivity.

iSight™ continuously monitors users, applications and the use of corporate data enterprise-wide, helping IT to better understand, manage, and secure applications.

iGuard™ controls queries and users to ensure that all applications are in compliance and performing optimally, improving resource efficiency and reducing system costs.

Automated Helpdesk™ guides users with real-time messages, maximizing user performance and productivity while reducing helpdesk calls and support costs.

Service Level Manger™ automatically maintains service levels over time by generating predictive iGuard query performance policies as usage patterns and system resources change.

Teleran's **Access Architecture™** enables these products to install quickly and operate continuously on the network without degrading database or application performance.

Founded in 1996, Teleran pioneered the concept of activity monitoring and management for data warehouses and analytic applications with its patented "policy engine" and management process. Today the company provides solutions for many of the world's leading companies, including Allstate, Bristol-Myers Squibb, Citibank, CNA, GE, Mayo Clinic, Merrill Lynch, MetLife, Sun Microsystems, US Army, Unisys, Vanguard and Wachovia.