



Global Information Industry Summit

9-11 September 2008 • Royal Garden Hotel • London

# Brainloop Secure Dataroom: Protecting Confidential Documents Across the Extended Enterprise

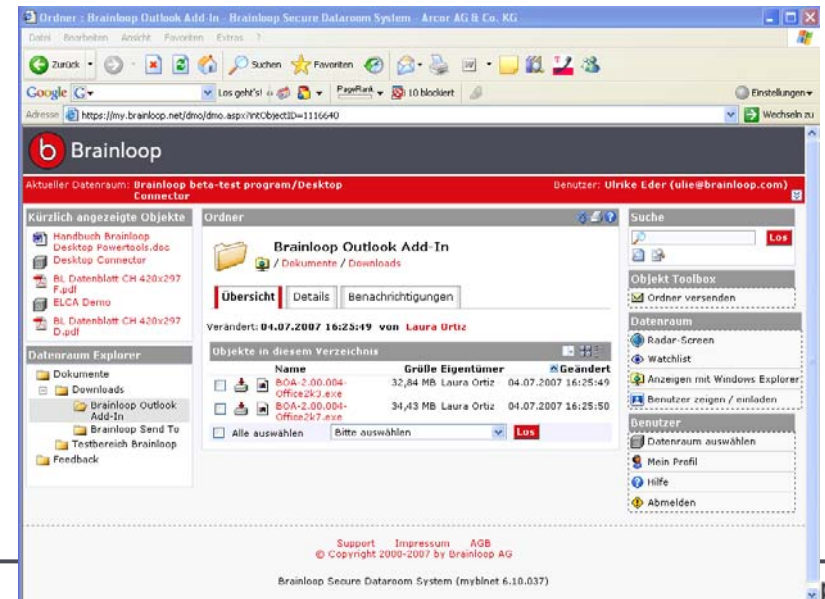


Oliver Gajek  
CEO, Brainloop AG

# Company Background

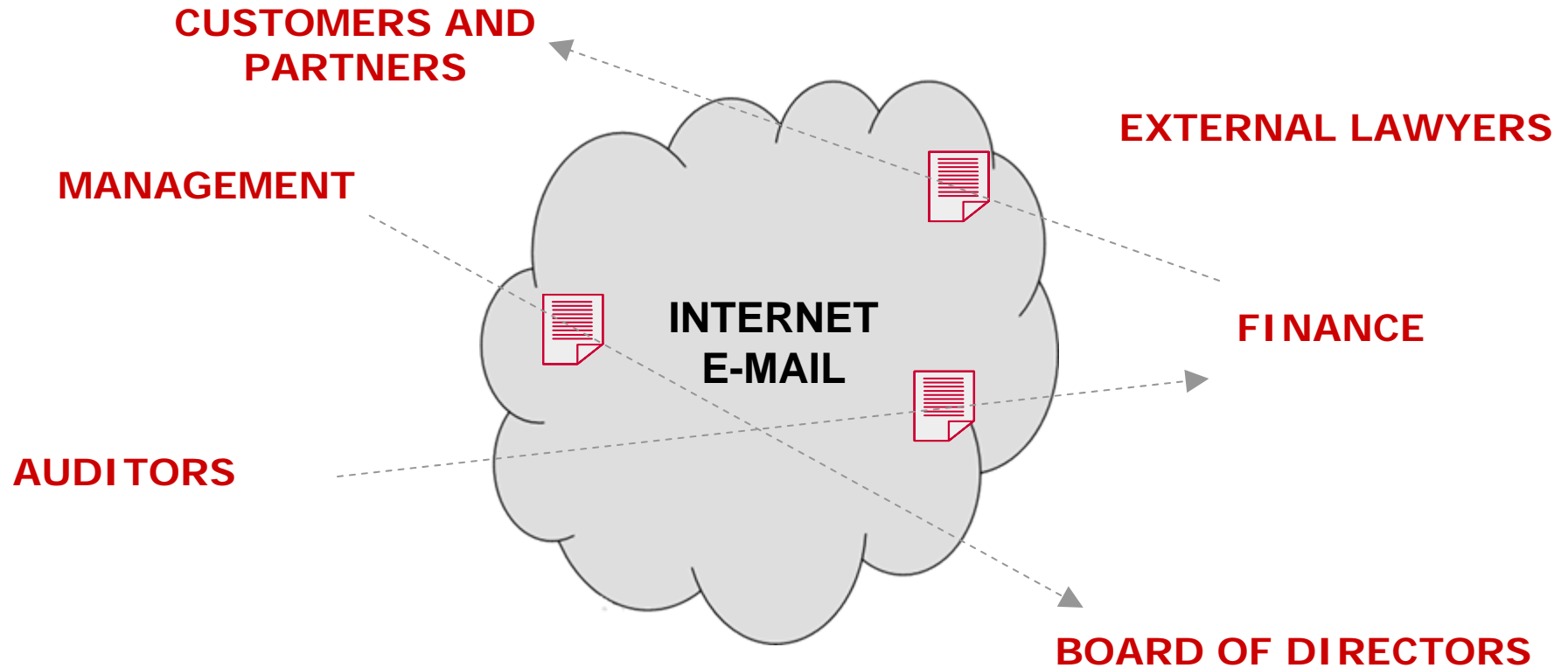


Founded: **April 2000**  
Locations: **Munich, Boston**  
Financing: **Management, Business Angel**  
**7/2007: VC Investment by BayTech Venture Capital**  
Management: **Oliver Gajek & Markus Seyfried**  
Product: **Brainloop Secure Dataroom – a hosted online service for the secure management of confidential documents**  
Customers: **Over 200 in 18 countries**  
Partners: **HP, Microsoft, T-Systems**  
Employees: **40**  
Profitable since: **II/05**





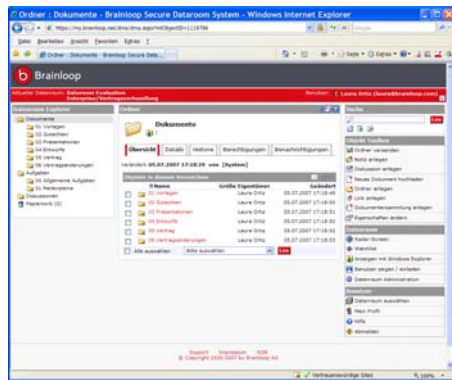
# Status Quo: E-mail attachments



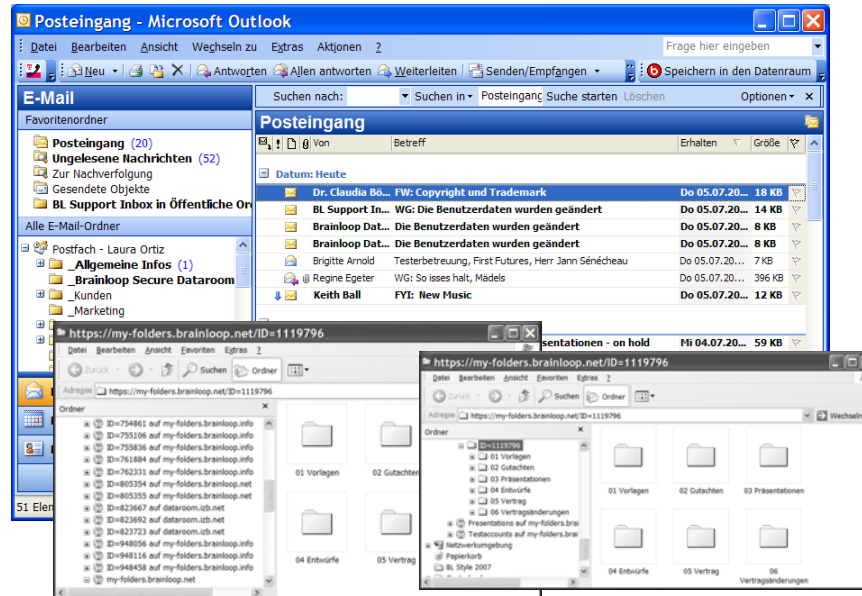
**Inefficient + insecure!**



# No special infrastructure needed on the desktop



Internet  
Browser



Mail &  
Windows Explorer



Mobile  
phone



# Brainloop End-to-end Security



- Strong Authentication
  - User name, password
  - Ontime PIN sent via SMS
  - Optional: certificates, smartcards



- Secure Presentation and Editing
  - Personalized Watermark
  - „For your eyes only“ presentation – no printing, no forwarding
  - Seamless Microsoft RMS/Office integration



- Secure Transmission
  - Channel secured by 128-bit SSL



- Operator-shielded Repository
  - 256-bit encryption with unique keys
  - Multidimensional separation of duties scheme for managing the system keys

# End-to-End Security: Secure Document Viewer



Printing or forwarding  
prohibited by Brainloop  
Secure Document Viewer

TITLE\_ShowBrainmarkAsImages - Brainloop Secure Dataroom System - Microsoft Internet Explorer

**Brainloop**  
Secure Dataroom System

Aktueller Datenraum: Testdatenraum für 5.50 Benutzer: Harald Beuthauser (harald@brainloop.com)  
Aktuelle Zeit (MEZ): 21.07.05 11:55

TITLE\_ShowBrainmarkAsImages  
Name: Cashflow.xls Anzahl Seiten: 2 Aktuelle Seite: 2

**TOP SECRET**

### Cash Flow

Statement of Cash Flow - Project Name  
January, 2001 to December, 2001

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Beginning Cash Balance	\$5,000	\$7,625	\$9,800	\$9,010	\$9,590	\$8,485	\$7,905	\$8,825	\$8,850	\$10,277	\$10,657	\$12,597
Cash Revenue	\$7,500	\$2,400	\$500	\$1,140	\$1,250	\$3,920	\$1,500	\$725	\$2,477	\$3,000	\$4,240	\$6,200
Cash Expenses	\$4,875	\$225	\$1,290	\$560	\$2,355	\$4,500	\$580	\$700	\$1,050	\$2,500		
Ending Cash Balance	\$7,625	\$9,800	\$9,010	\$9,590	\$8,485	\$7,905	\$8,825	\$8,850	\$10,277	\$10,657	\$12,597	\$15,297

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Fertig Vertrauenswürdige Sites

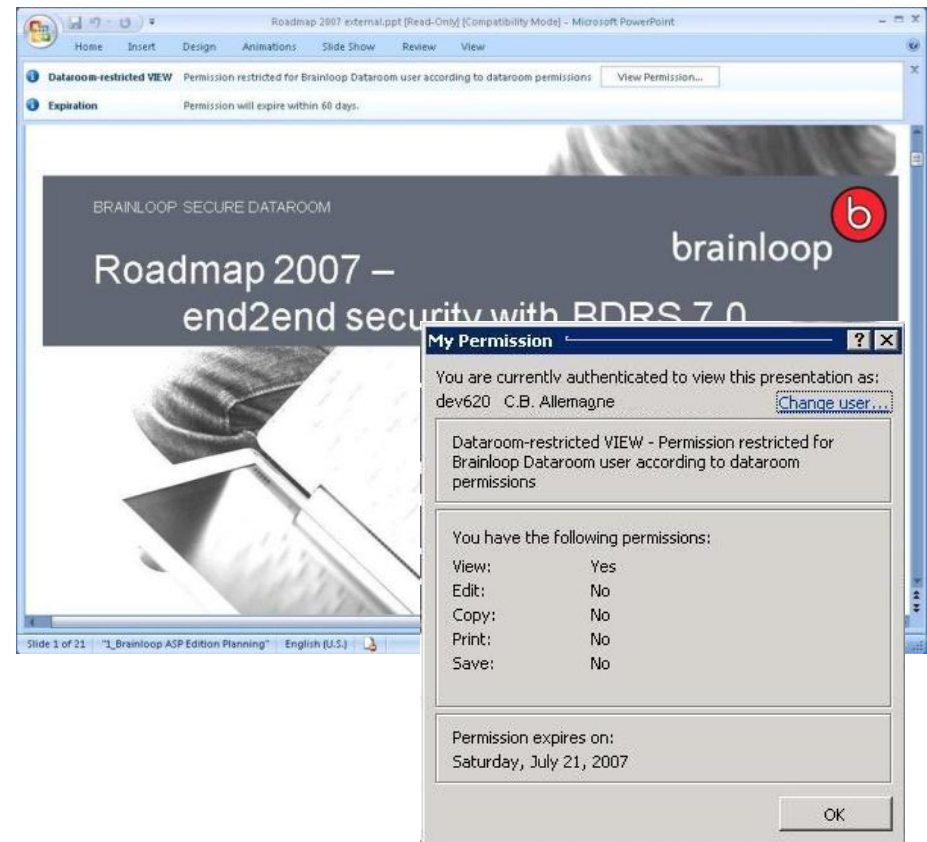
# End-to-End Security: Microsoft Rights Management



Extends security to local desktop and MS Office

Adds RMS protection during download

- Make copy personal
- Restrict view only
  - no copying & printing
- Edit - protects document on local computer
- Limit document retention period





# Customers and Applications

## Secure Boardroom

- >> Boardroom Communication
- >> Strategy & Restructuring
- >> Financial Reporting

## Secure Dealroom

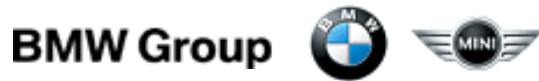
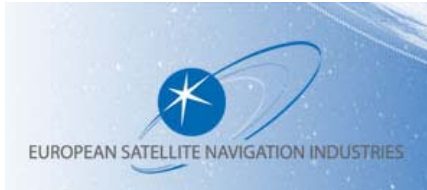
- >> Due Diligence
- >> Contract Negotiations
- >> Litigation

## Secure Workroom

- >> Complex projects
- >> Secure exchange with customers and partners



# Selected Customers



Contact:

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