



Securing Your Digital Life

Entrust 2006 Mobile Workforce Security Survey

Organizations are more concerned than ever that they could be subject to costly data breaches. In fact, in a recent survey, 75% of respondents from various industries indicated that they believe the occurrence of data breaches involving confidential personal information happens more than once a day in the U.S. alone. While concern is at an all-time high, research shows that most enterprises are not doing enough to minimize the risk of data breaches.

Entrust commissioned Osterman Research, Inc. to survey certain North American enterprises and determine how they are currently dealing with mobile workforce security issues.

With heavier reliance on remote access and mobile devices to hold sensitive corporate and customer data, the risk of potential data theft or loss, and the resulting costs of publicly disclosing these breaches are taking a toll on corporations across North America.

- Respondents indicate that on average, 36% of their employees carry laptops and mobile devices containing sensitive customer information.
- 98% of respondents say their organizations allow remote access to their corporate networks.
- As a result of recent world events and varying airline travel restrictions, 73% of respondents now believe more laptops and mobile devices may be lost or stolen during air travel.
- While 37% of respondents indicate they have **already** experienced some form of data breach due to loss or theft of mobile devices, a staggering 68% of respondents indicate it is likely they too could experience a data breach in the future. In fact, during a recent Entrust webinar, 60% of attendees noted that someone on their immediate team had a mobile device lost, misplaced or stolen.

Most organizations have addressed these risks through policy and training, yet the majority of those surveyed acknowledge that policies alone are not effective, nor sufficient.

Data breach disclosure regulations

- 31% of respondents are not aware of federal or state laws that legally oblige them to disclose customer data breaches
- 55% of respondents are aware that data encryption is a safe harbor from disclosure laws

What are the costs of data breach disclosure?

- One third of respondents would need to inform more than 100,000 customers
- Customers are usually offered free credit checks, fraud insurance or other monetary considerations
- Overall disclosure costs include notification, call-centers, legal and PR costs
- Two-thirds of respondents estimate disclosure costs could exceed US\$100,000
- One-fifth of respondents estimate disclosure costs could exceed US\$1 million

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- 64% of respondents have implemented specific policies and/or procedures instructing employees on how to avoid a sensitive data breach.
- Over 90% of organizations indicate they are reliant on their employees to take specific actions to help comply with these policies, with 37% indicating they are “very reliant” on employees.
- This reliance, coupled with the fact that 84% of respondents indicate a degree of difficulty in trying to influence employees’ behavior in adhering to these policies makes policy alone an ineffective means to mitigate the risk of a data breach.

Fortunately, greater than 80% of respondents indicate their organizations do more than just develop a policy. Figure 1 shows the percentage of respondents who indicated their organizations implement varying measures to back up their written security policies.

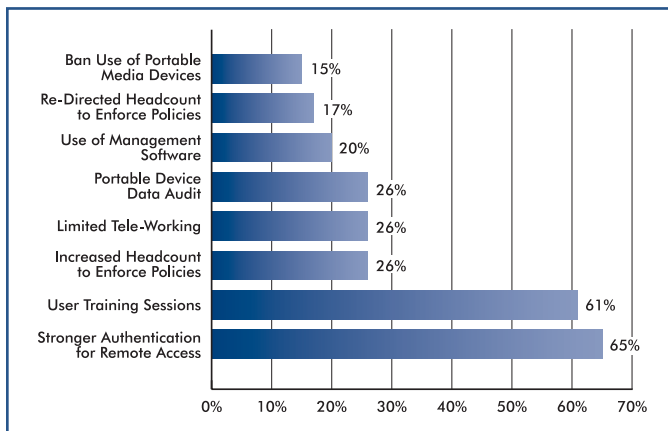


Figure 1: Percentage of respondents who indicated their organizations implement various measures to enforce policies (respondents were asked to check all that apply)

When asked about the most effective means to protect against the compromise of confidential information, **88% of respondents cited the use of technology to automatically encrypt data on portable devices as a best practice.** In fact, 64% of respondents would consider deploying this type of technology, and 24% already have, or have plans to deploy it.

In summary, it appears that many organizations rely on corporate policies and procedures to protect against the disclosure of confidential information. Policies alone are not enough to enforce desired employee behavior and prevent data breaches. 88% percent of respondents believe automatic and transparent encryption tools for portable devices are a best practice and an effective means to help organizations in mitigating the risks of data breach.

Entrust Entelligence™ Disk Security, Entrust Entelligence™ Media Security, and Entrust Entelligence™ Mobile Security products, along with the Entrust® Mobile Workforce Security Bundle, which includes strong authentication for remote access can provide organizations with tools to automatically and transparently protect against costly data breaches, allowing employees to focus on their job, instead of focusing on security.

For more information, please visit <http://www.entrust.com/mobile-workforce>

Survey Methodology

Osterman Research, Inc, surveyed large North American enterprises between August 23rd and Sept 1st, 2006 asking them questions about their Mobile Workforce Security programs. 114 respondents answered the survey from Government, Financial Services, Manufacturing, Healthcare and Retail industries. The average respondent organization had approx. 14,500 employees. The expected margin of error for this survey is 7.68% at a 90% confidence interval.

About Entrust

Entrust, Inc. [NASDAQ: ENTU] is a world-leader in securing digital identities and information. Over 1,500 enterprises and government agencies in more than 50 countries rely on Entrust solutions to help secure the digital lives of their citizens, customers, employees and partners. Our proven software and services help customers achieve regulatory and corporate compliance, while turning security challenges such as identity theft and e-mail security into business opportunities. For more information on how Entrust can secure your digital life, please call us at 888-690-2424, or send an e-mail to entrust@entrust.com. Visit us on the Web at www.entrust.com.

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