

## COMPANY OVERVIEW

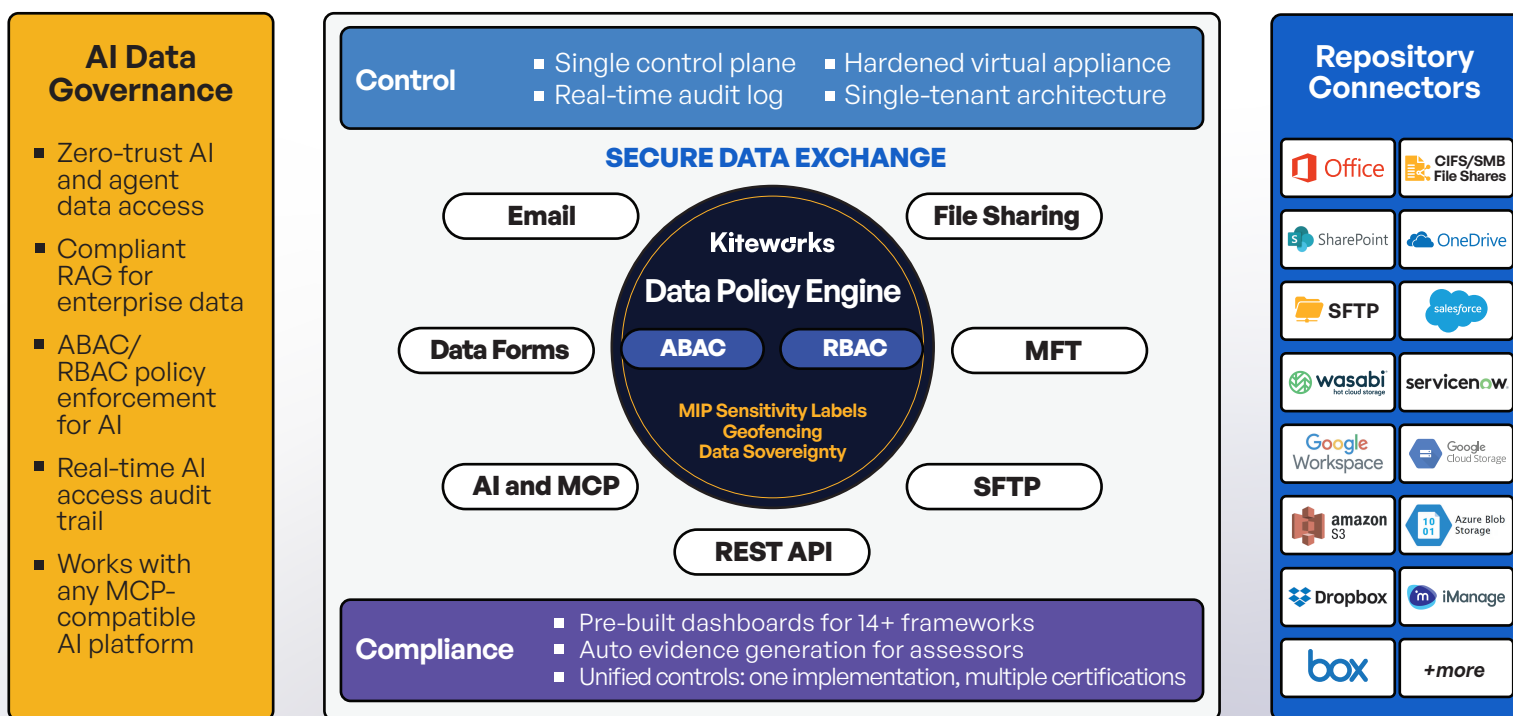
Organizations exchange sensitive data across thousands of channels, systems, and partners every day—yet most rely on fragmented point solutions that create compliance blind spots, expand the attack surface, and leave security teams without the visibility they need. As AI accelerates enterprise workflows, the governance gap is widening: Data moves faster than policies can follow, and regulators are no longer waiting for breaches to penalize control deficiencies.

### KEY CHALLENGES ADDRESSED

- 5-10** Disconnected tools for exchanging private content
- \$4.45M** Average cost of a data breach
- 1 in 3** Data sovereignty incidents in past year
- 33%** Lack evidence-quality audit trails
- 63%** Can't enforce limits on AI and agent data access

### WHAT WE DO

Kiteworks empowers organizations to effectively manage risk in every send, share, receive, and use of sensitive unstructured data. The platform replaces fragmented point solutions with a single control plane for secure data exchange—one policy engine, one audit log, one security architecture. Built on a hardened virtual appliance with defense-in-depth security, Kiteworks delivers unified governance, visibility, and protection across every channel while extending enterprise-grade controls to AI-powered workflows.



CMMC 2.0 | GDPR | HIPAA | NIS 2 | DORA | PIPEDA | ITAR | EU AI ACT | PCI DSS | AND MORE

#### Protect: Data-Centric Security (OpenTDF)

- Policies embedded in files—protection travels with data
- Persistent access controls regardless of location or system
- Zero-trust alignment: verify every access, every time

#### SafeEDIT: Possessionless Editing

- External parties edit docs without downloading them
- Next-gen DRM—data never leaves your environment
- Multiple deployment options including FedRAMP hosted

### CERTIFICATIONS AND VALIDATIONS

FedRAMP High in Process

FedRAMP Moderate

SOC 2 Type II

IRAP

Cyber Essentials Plus

ISO 27001/27017/27018

FIPS 140-3

BSI C5