

## 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

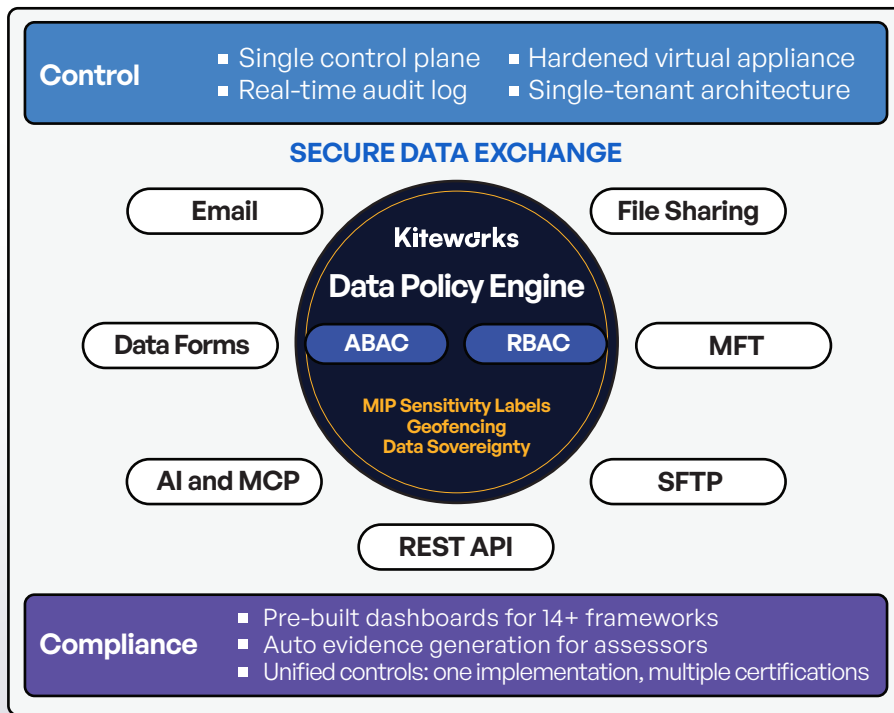
- 5-10** Disconnected tools for exchanging private content
- \$4.45M** Average cost of a data breach
- 1 in 3** Data sovereignty incidents in past year
- 33%** Lack evidence-quality audit trails
- 63%** Can't enforce limits on AI and agent data access

### 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.

#### AI Data Governance

- Zero-trust AI and agent data access
- Compliant RAG for enterprise data
- ABAC/RBAC policy enforcement for AI
- Real-time AI access audit trail
- Works with any MCP-compatible AI platform



#### Repository Connectors

Microsoft Office	CIFS/SMB File Shares
SharePoint	OneDrive
SFTP	Box
DropBox	Google Drive
Google Workspace	Google Cloud Storage
Amazon S3	Azure Blob
Wasabi	iManage
Salesforce	+more

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