



# “ENCRYPTION IS NON-NEGOTIABLE”: KAPALYA

**MOHAMED MENAKBI**, VP SALES & STRATEGIES – EMEA, KAPALYA, DELVES INTO THE IMPORTANCE OF ENCRYPTION IN KEEPING DATA PROTECTED AND IN SECURING ENTERPRISES.

## **C**an you please share a brief overview of Kapalya Inc?

Kapalya develops solutions that offer enterprises with an innovative approach to the management of user encryption keys. We have a unique technology reduces the risk of data being compromised. Kapalya is a part of by Caltrop Cybersecurity, the security arm of US-based technical management support services firm Caltrop.

We have a presence across Europe, the Middle East and Africa. We have a direct business here in the UAE and Saudi Arabia. We have 113 employees deployed across the UAE and Saudi Arabia most of who are part of the service desk, deployment and project management, quality assurance advisory and more. And we also have an indirect business, through our partners, in markets such as Oman, Kuwait and Levant.

**“AT KAPALYA, WE DO THE HEAVY LIFTING FOR OUR CUSTOMERS. WE PROVIDE THEM WITH A COMPREHENSIVE SOLUTION THAT’S USER-FRIENDLY FOR BOTH END-USERS AND ADMINISTRATORS.”**

**How has the ongoing pandemic impacted attitudes and investments around security?**

We have seen a huge increase in cyber threats since the start of the COVID-19 pandemic. This is primarily driven by the increase in the number of organisations implementing remote working schemes. Employees that are working from home are using unsecured devices such as laptops, mobiles and tablets. Many of them are accessing corporate networks from their home WiFi that may not be secured. This puts enterprise networks at great risk of being infiltrated by threat actors by hacking the resources of unwitting employees.

Additionally, there are employees from across multiple departments accessing enterprise applications for HR, logistics, accounting and so on from unprotected devices and are sharing data over potentially unsecured channels.

Fortunately, members of the C-suite – whether it be of a school, bank or private enterprise – are increasingly realising the implications of such scenarios and are now paying attention to securing their remote applications and their corporate data that resides in the cloud.

**As more companies migrate to the cloud, they need to also invest in cloud security. Can you please elaborate on the importance of encryption in**

**ensuring the success of cloud security strategies?**

Many organisations are investing in the cloud with the primary goal of reducing their OPEX and streamlining their IT infrastructure. However, what they need to realise is that the responsibility of securing their data is still with them.

Encryption is a key element of comprehensive data-centric security. As more and more organisations leverage the cloud technologies as part of their remote working schemes, they need to protect sensitive data in-transit and at-rest on their public and private cloud environments.

At the same time, most businesses run hybrid IT environments with applications that are on-premise and in the cloud. End-to-end encryption ensures data protection regardless of whether corporate data is in a public or private cloud, on a device, or in transit.

**How can organisations implement the right data protection and encryption methods without stifling productivity? How can Kapalya enable their success in this space?**

While organisations may have invested in firewalls and other cybersecurity upgrades at the office, due to current the workplace dynamics employees may no longer have access to these resources.

Encrypted data can only be opened by someone who has the right access or ‘key’. This way, even if a threat actor intercepts a company file or critical data, they would be unable to open it. However, what often stifles productivity are solutions that are too complex or have features that are unfriendly to users. At Kapalya, we do the heavy lifting for our customers. We provide them with a comprehensive solution that’s user-friendly for both end-users and administrators.

Kapalya offers a unique approach to encryption key management. We provide customers with a full-service encryption solution that protects data by seamlessly encrypting files on endpoints, mobile, corporate servers and public clouds. We made the whole process simple and seamless. This is because we believe that for any organisation cybersecurity is mandatory and encryption is non-negotiable.

**Where do you see the cybersecurity landscape heading in the next few months? What can the market expect from Kapalya?**

Cybersecurity will always be the number one priority for organisations. Subsequently, with data residing everywhere, whether on-prem, public cloud or private cloud, protecting that data will become more critical than ever. Additionally, we predict that cybersecurity will also become smarter, thanks to trends such as artificial intelligence (AI) and machine learning.

For Kapalya, we have a very strong roadmap into implementing more AI and automation features into our solutions. Looking forward, we are looking at developing encryption solutions to endpoints such as smart buildings, drones and more. 📌