

July 2021

DATA QUADRANT REPORT

Data Loss Prevention

170

Reviews

8

Vendors Evaluated

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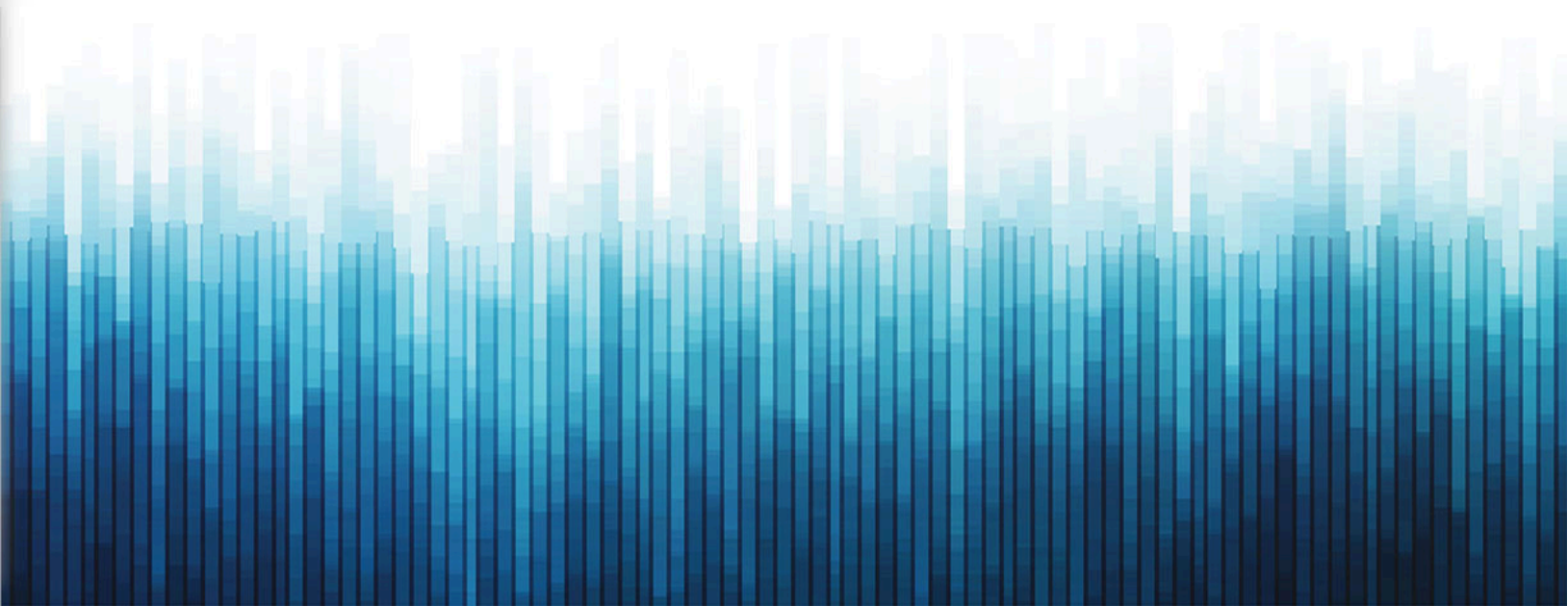
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How to Use the Report

Info-Tech’s Data Quadrant Reports provide a comprehensive evaluation of popular products in the Data Loss Prevention market. This buyer’s guide is designed to help prospective purchasers make better decisions by leveraging the experiences of real users.

The data in this report is collected from real end users, meticulously verified for veracity, exhaustively analyzed, and visualized in easy to understand charts and graphs. Each product is compared and contrasted with all other vendors in their category to create a holistic, unbiased view of the product landscape.

Use this report to determine which product is right for your organization. For highly detailed reports on individual products, see Info-Tech’s Product Scorecard.



Software Directory

DATA LOSS PREVENTION SOFTWARE

Selecting software can be overwhelming and one of the biggest challenges facing organizations is understanding the marketplace and identifying all of the available vendors and products. The Software Directory is a comprehensive list of all relevant software vendors in a particular category. Use this page to create the right vendor shortlist by exploring all of the options available to your organization.



Data Loss Prevention Software

 BetterCloud

 Check Point DLP

 Code42

 Credant Protector

 EMC RSA Data Loss Prevention

 Gemalto Enterprise Security

 HP Atalla

 Infrascale Backup & Disaster Recovery

 McAfee Unified Cloud Edge

 Safetica

 Symantec DLP

 Virtru DLP

 Blue Coat DLP

 Clearswift Adaptive Data Loss Prevention

 CommVault DLP

 DeviceLock DLP

 Fidelis Network

 GTB Technologies DLP

 Imperva DLP

 Lumension Data Protection

 OpenText DLP

 Sophos Enduser Protection Bundles

 Trend Micro DLP

 Wave Data Protection Suite

 CA Data Loss Prevention

 Code Green Networks TrueDLP

 CorreLog DLP

 Digital Guardian DLP

 Forcepoint Data Security Suite

 Halocore

 InfoWatch DLP

 McAfee DLP

 Proofpoint Enterprise Privacy

 Spirion

 Trustwave DLP

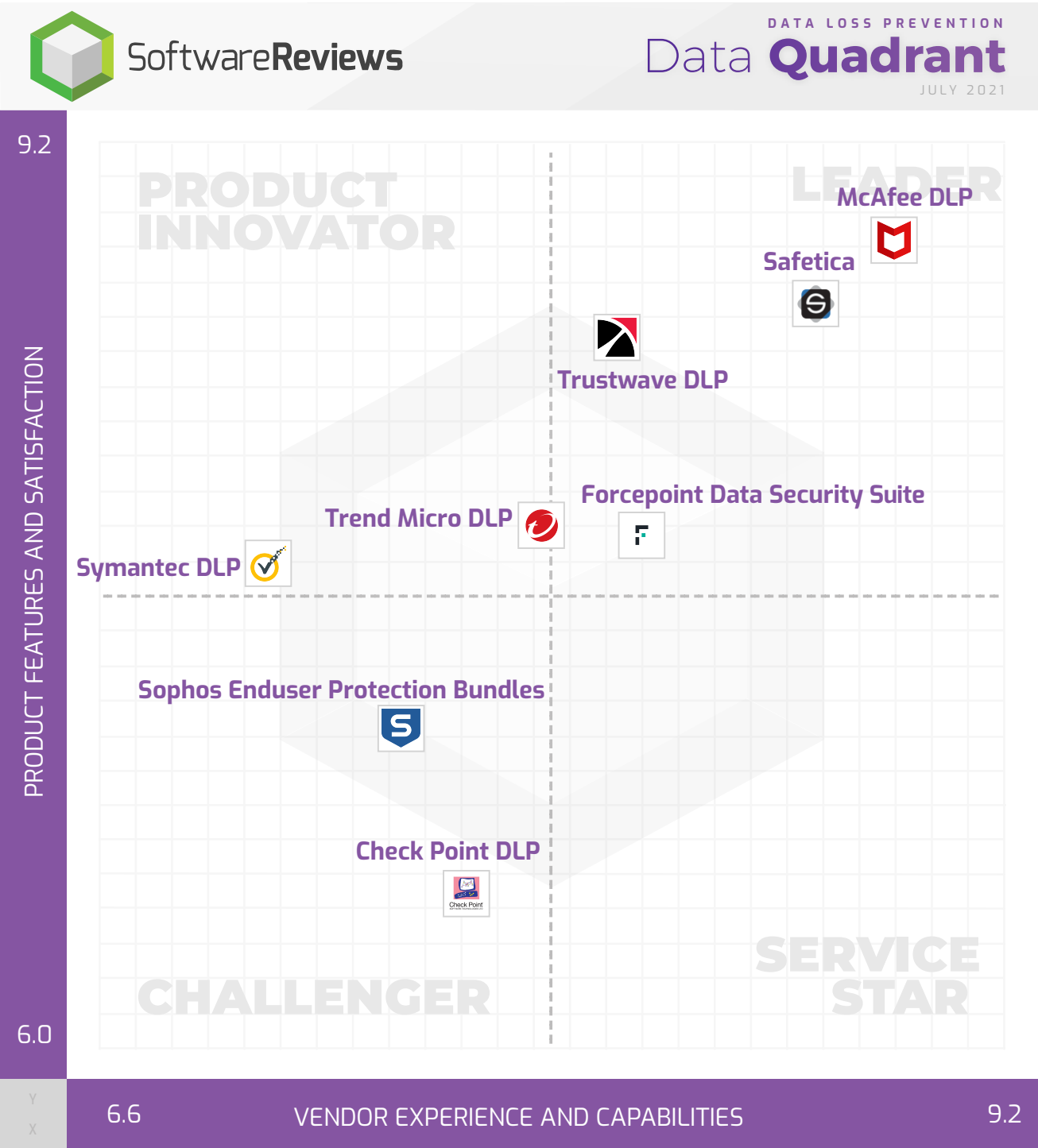
 Zecurion

SOFTWARE REVIEWS
Data Quadrant



INFO~TECH
RESEARCH GROUP
SoftwareReviews

Assess vendor and product performance at a glance and use the Software Reviews Data Quadrant to identify which products and vendors are leading the pack and which are trailing.



DATA LOSS PREVENTION

The Software Reviews Data Quadrant evaluates and ranks products based on feedback from IT and business professionals. The placement of a software in the Data Quadrant indicates its relative ranking as well as its categorization.

The Complete Software Experience

When distilled down, the software experience is shaped by both the experience with the software and the relationship with the vendor. Evaluating enterprise software along these two dimensions provides a comprehensive understanding of the product and helps identify vendors that can deliver on both.

Product Features and Satisfaction

The satisfaction is captured in the overall satisfaction score, which is driven by the likelihood of users to recommend the software, combined with user satisfaction across top product features.

Vendor Experience and Capabilities
































The vendor relationship is calculated in a weighted average of the satisfaction scores tied to vendor capabilities (e.g. software implementation, training, customer support, product roadmap) as well as emotional response ratings toward the vendor (e.g. trustworthy, respectful, fair).

Note: The axes ranges are dynamically adjusted based on minimum and maximum values in the dataset.

Category Overview

This page provides a high level summary of product performance within the Data Loss Prevention category. Products are ranked by a composite satisfaction score (Composite Score) that averages four different areas of evaluation: Net Emotional Footprint, Vendor Capabilities, Product Features, and Likeliness to Recommend. The Net Emotional Footprint Score measures user emotional response ratings of the vendor (e.g. trustworthy, respectful, fair).

Use this data to get a sense of the field, and to see how the products you're considering stack up.

RANK	VENDOR	COMPOSITE SCORE	NET EMOTIONAL FOOTPRINT	NET EMOTIONAL FOOTPRINT DISTRIBUTION	VENDOR CAPABILITIES	PRODUCT FEATURES	LIKELINESS TO RECOMMEND	NUMBER OF REVIEWS
	 McAfee DLP	8.9/10	+97 	 1% NEGATIVE99% POSITIVE	82%	86%	93%	14
	 Safetica	8.7/10	+95 	 1% NEGATIVE96% POSITIVE	78%	80%	94%	48
3	 Trustwave DLP	8.3/10	+81 	 4% NEGATIVE85% POSITIVE	79%	85%	86%	10
4	 Forcepoint Data Security Suite	7.9/10	+85 	 4% NEGATIVE90% POSITIVE	77%	80%	75%	20
5	 Trend Micro DLP	7.8/10	+78 	 5% NEGATIVE83% POSITIVE	77%	79%	77%	13
6	 Symantec DLP	7.2/10	+65 	 11% NEGATIVE75% POSITIVE	73%	76%	76%	31
7	 Sophos Enduser Protection Bundles	7.1/10	+82 	 2% NEGATIVE85% POSITIVE	64%	73%	66%	10
8	 Check Point DLP	6.9/10	+77 	 1% NEGATIVE79% POSITIVE	73%	71%	54%	18
AVERAGE SCORES		7.9/10	+83 	 4% NEGATIVE87% POSITIVE	75%	79%	78%	21
	VENDORS WITH INSUFFICIENT DATA							
--	 Proofpoint Enterprise Privacy	7.9/10	+84 	 3% NEGATIVE86% POSITIVE	74%	78%	78%	6

Vendor Capability Summary

This page summarizes user satisfaction with a variety of vendor capabilities regarding their product offering(s). Look for strong and consistent performance across the board when assembling your shortlist, and follow-up on areas of concern during the evaluation and negotiation processes.

VENDOR	OVERALL CAPABILITY SATISFACTION	BUSINESS VALUE CREATED	BREADTH OF FEATURES	QUALITY OF FEATURES	PRODUCT STRATEGY AND RATE OF IMPROVEMENT	USABILITY AND INTUITIVENESS	VENDOR SUPPORT	EASE OF DATA INTEGRATION	EASE OF IT ADMINISTRATION	EASE OF CUSTOMIZATION	AVAILABILITY AND QUALITY OF TRAINING	EASE OF IMPLEMENTATION
McAfee DLP	82%	81%	87%	86%	85%	83%	88%	79%	80%	79%	78%	76%
Trustwave DLP	79%	79%	79%	76%	73%	83%	83%	75%	82%	81%	76%	81%
Safetica	78%	79%	77%	78%	77%	77%	83%	80%	81%	74%	74%	82%
Trend Micro DLP	77%	74%	80%	75%	73%	77%	73%	77%	82%	77%	82%	79%
Forcepoint Data Security Suite	77%	73%	80%	86%	73%	84%	69%	79%	80%	79%	67%	77%
Check Point DLP	73%	74%	76%	72%	77%	75%	77%	77%	68%	74%	82%	73%
Symantec DLP	73%	75%	72%	79%	65%	74%	69%	76%	77%	69%	71%	76%
Sophos Enduser Protection Bundles	64%	73%	69%	65%	73%	73%	71%	60%	77%	73%	68%	73%
CATEGORY AVERAGE	75%	76%	77%	77%	75%	78%	77%	75%	78%	76%	75%	77%

VENDORS WITH INSUFFICIENT DATA												
Proofpoint Enterprise Privacy	74%	73%	73%	68%	73%	74%	77%	82%	85%	56%	79%	71%

Vendor Capability Satisfaction

Vendor Capabilities

This table lists and briefly describes all vendor capabilities that are evaluated in the Data Loss Prevention category. For your convenience, you will also find longer descriptions of the capabilities under the capability subheadings in the subsequent pages.

Business Value Created	The underlying purpose of software is to create value for employees, customers, partners and ultimately shareholders. As a result, it is imperative that any software selection be aligned with the organization’s needs and deliver enough business value to justify the cost. The data below highlights the satisfaction level associated with the business value derived from various product offerings. Use this information to identify the software that consistently creates business value for its customers.
Breadth of Features	Users prefer to work with feature rich software that enables them to perform diverse series of tasks as opposed to one they find restrictive. The data below highlights the satisfaction level associated with the breadth of features from various product offerings. Use this information to identify which software offers valuable comprehensive functionality that extends beyond the basic level.
Quality of Features	Feature quality is just as important as quantity. Software needs to do what you’re purchasing it to do, easily, intuitively, reliably, and effectively. Use the data in this section to gauge whether or not a product follows through on the marketing hype by delivering high quality features.
Product Strategy and Rate of Improvement	Purchasing software can be a significant commitment, so it’s important to know if your vendor is serious about the need for constant improvement and deliberate strategic direction. Vendors who don’t stay on top of emerging needs and trends won’t enable you to meet your business goals. Use the data in this section to separate innovators from imposters.
Usability and Intuitiveness	End user learning curves cost the organization money. Pay attention to your end users’ technical ability to determine how important UX is in your purchase.

This section provides detailed information on user satisfaction for each vendor capability regarding their product offering(s). Use these pages to dig deeper into areas of particular interest or concern.

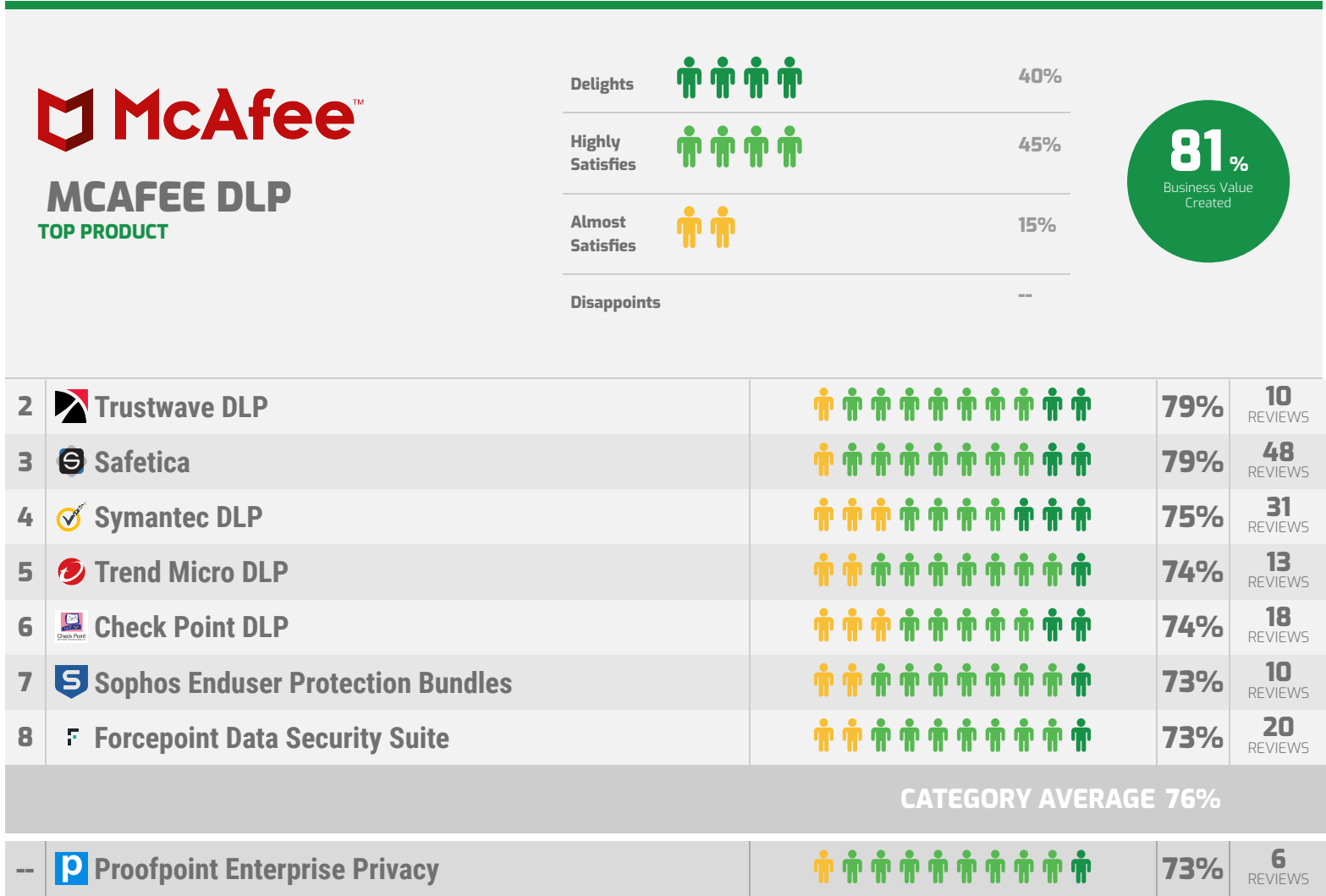
Vendor Support	The importance of vendor support will vary for each organization depending on internal capabilities, but there will always be issues that only the vendor can resolve. Use the data in this section to see which vendors tend to under-service their product and which will offer quality support.
Ease of Data Integration	The ability to integrate with other systems is increasingly important; without this, manual data loading and extraction can be time-consuming and prone to error. Use this section to see which vendors will cause headaches and which will make data integration easy.
Ease of IT Administration	Administrative interfaces don’t get the same attention as those built for end users, but they shouldn’t be clunky or unintuitive. Use the data in this section to determine which vendors make administration easy, so that your IT personnel can resolve issues and perform configurations efficiently and effectively.
Ease of Customization	Out-of-the-box functionality often isn’t enough, especially for niche or industry-specific software, and the reason you’re buying rather than building is to save time and money in the first place. Don’t get bogged down in a difficult customization; use the data in this section to make sure you can easily achieve the functionality you need for your particular situation.
Availability and Quality of Training	Effective and readily available training enables users to get the most out of the software you’ve chosen. Use this section to make sure your vendor’s training programs and materials measure up.
Ease of Implementation	Choosing the right software is only the first step. Successfully implementing the new solution is necessary in order to realize its full value and promote end user adoption. Use the data in this section to determine which software is easy to implement, and which may jeopardize your goals by causing trouble in this stage.

Vendor Capability Satisfaction

Business Value Created

The underlying purpose of software is to create value for employees, customers, partners and ultimately shareholders. As a result, it is imperative that any software selection be aligned with the organization’s needs and deliver enough business value to justify the cost. The data below highlights the satisfaction level associated with the business value derived from various product offerings. Use this information to identify the software that consistently creates business value for its customers.

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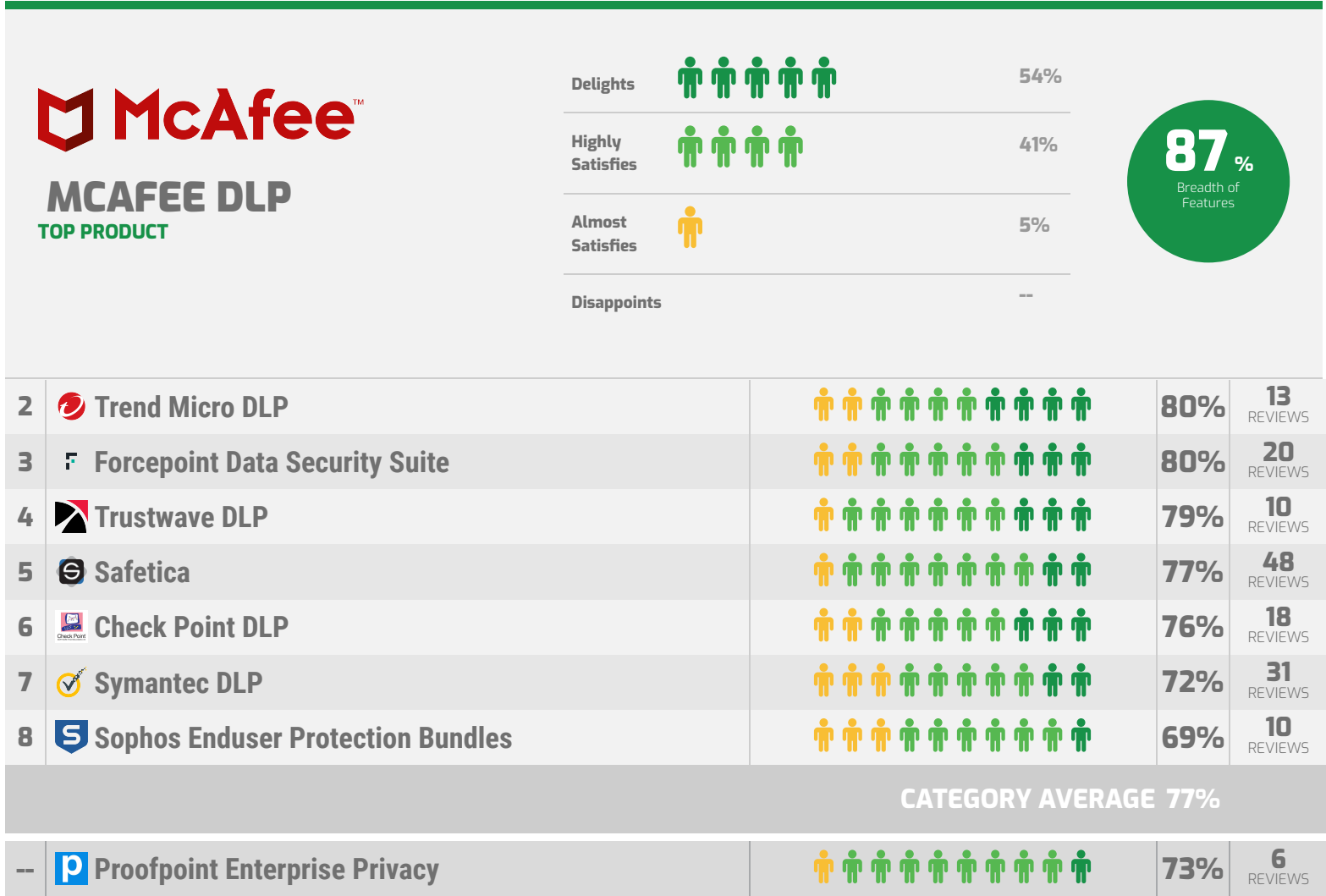


Vendor Capability Satisfaction

Breadth of Features

Users prefer to work with feature rich software that enables them to perform diverse series of tasks as opposed to one they find restrictive. The data below highlights the satisfaction level associated with the breadth of features from various product offerings. Use this information to identify which software offers valuable comprehensive functionality that extends beyond the basic level.

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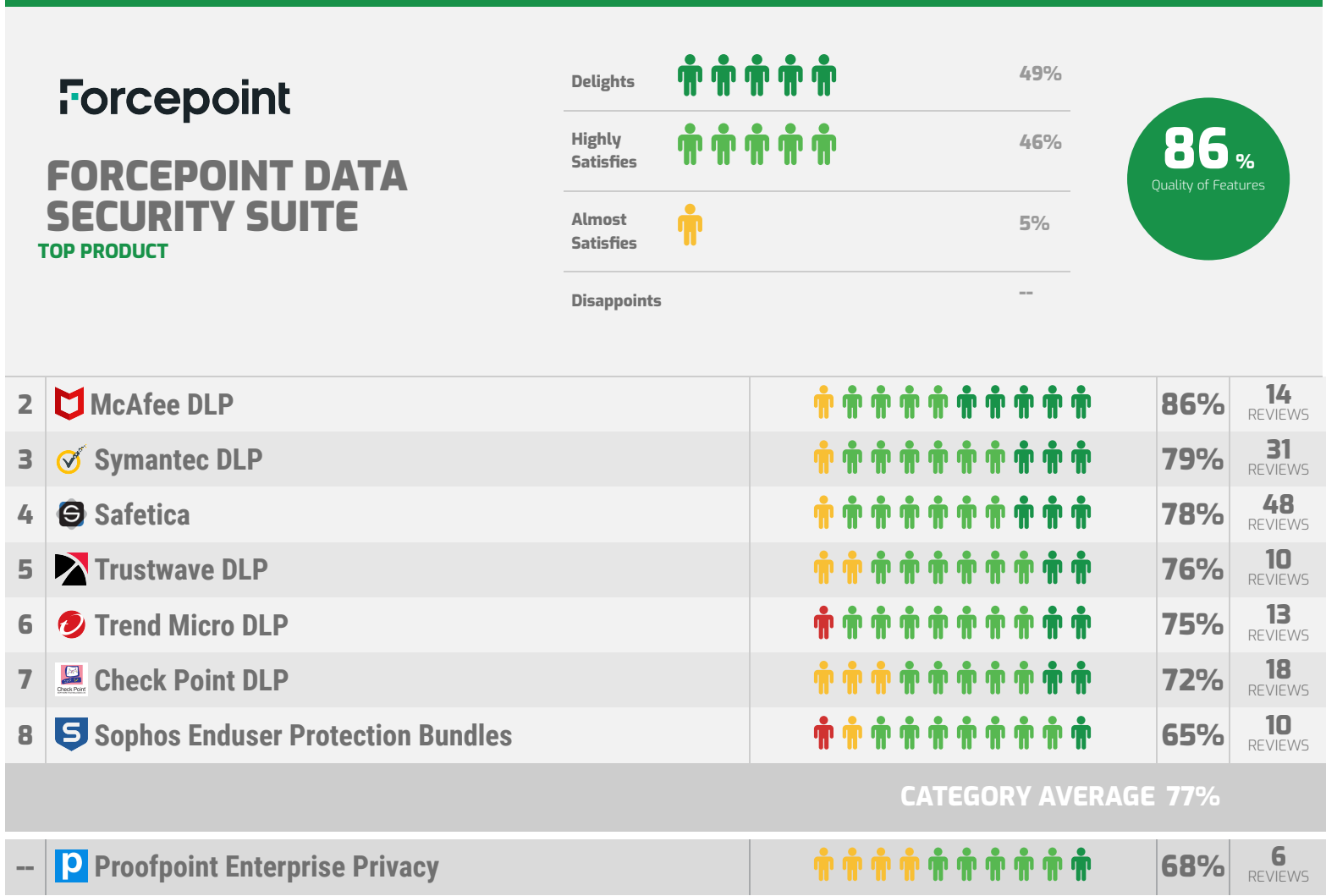


Vendor Capability Satisfaction

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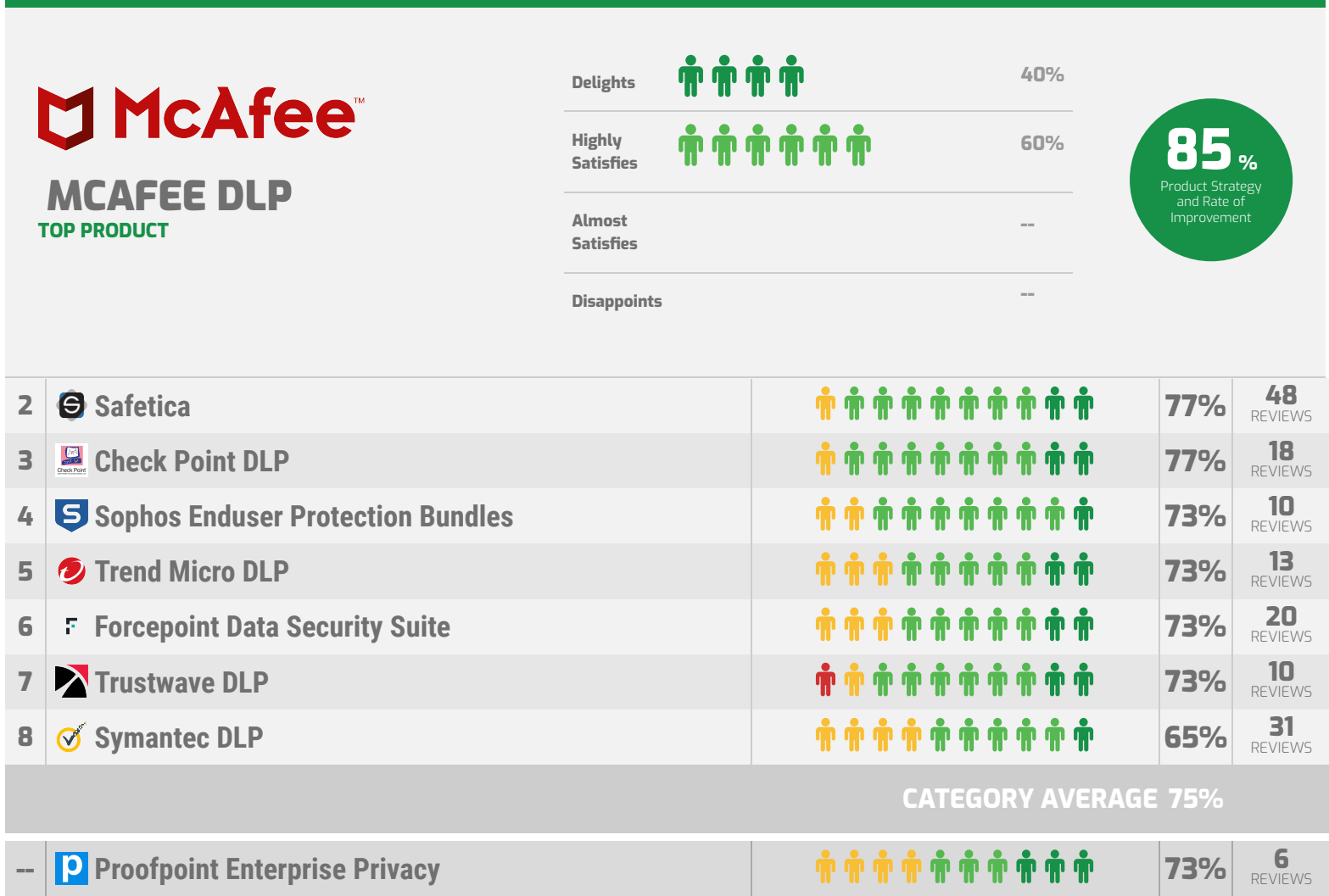


Vendor Capability Satisfaction

Product Strategy and Rate of Improvement

Purchasing software can be a significant commitment, so it's important to know if your vendor is serious about the need for constant improvement and deliberate strategic direction. Vendors who don't stay on top of emerging needs and trends won't enable you to meet your business goals. Use the data in this section to separate innovators from imposters.

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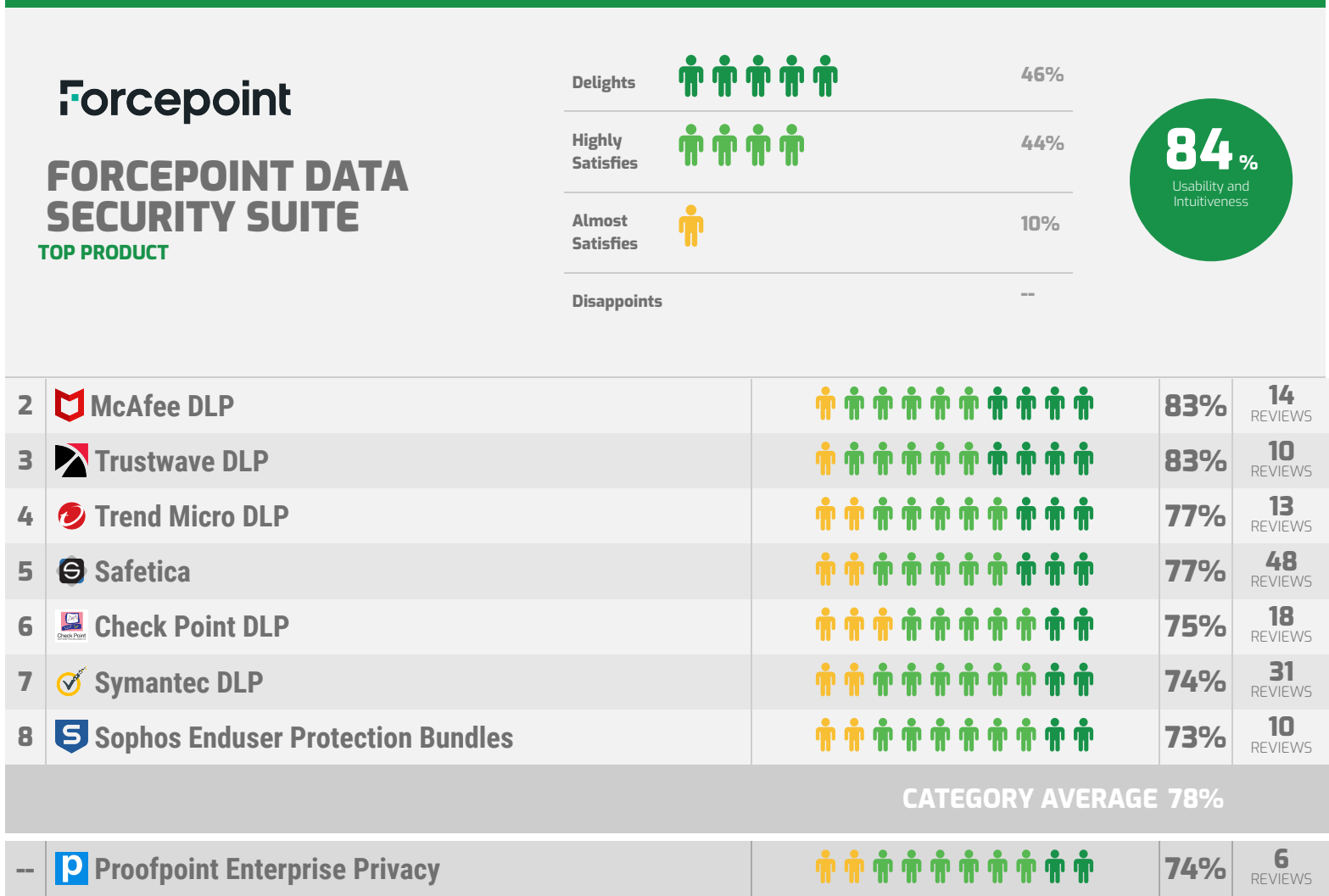


Vendor Capability Satisfaction

Usability and Intuitiveness

End user learning curves cost the organization money. Pay attention to your end users' technical ability to determine how important UX is in your purchase.

This section provides detailed information on user satisfaction for each vendor capability regarding their product offering(s). Use these pages to dig deeper into areas of particular interest or concern.



Vendor Capability Satisfaction

Vendor Support

The importance of vendor support will vary for each organization depending on internal capabilities, but there will always be issues that only the vendor can resolve. Use the data in this section to see which vendors tend to under-serve their product and which will offer quality support.

This section provides detailed information on user satisfaction for each vendor capability regarding their product offering(s). Use these pages to dig deeper into areas of particular interest or concern.



Vendor Capability Satisfaction

This section provides detailed information on user satisfaction for each vendor capability regarding their product offering(s). Use these pages to dig deeper into areas of particular interest or concern.

Ease of Data Integration

The ability to integrate with other systems is increasingly important; without this, manual data loading and extraction can be time-consuming and prone to error. Use this section to see which vendors will cause headaches and which will make data integration easy.

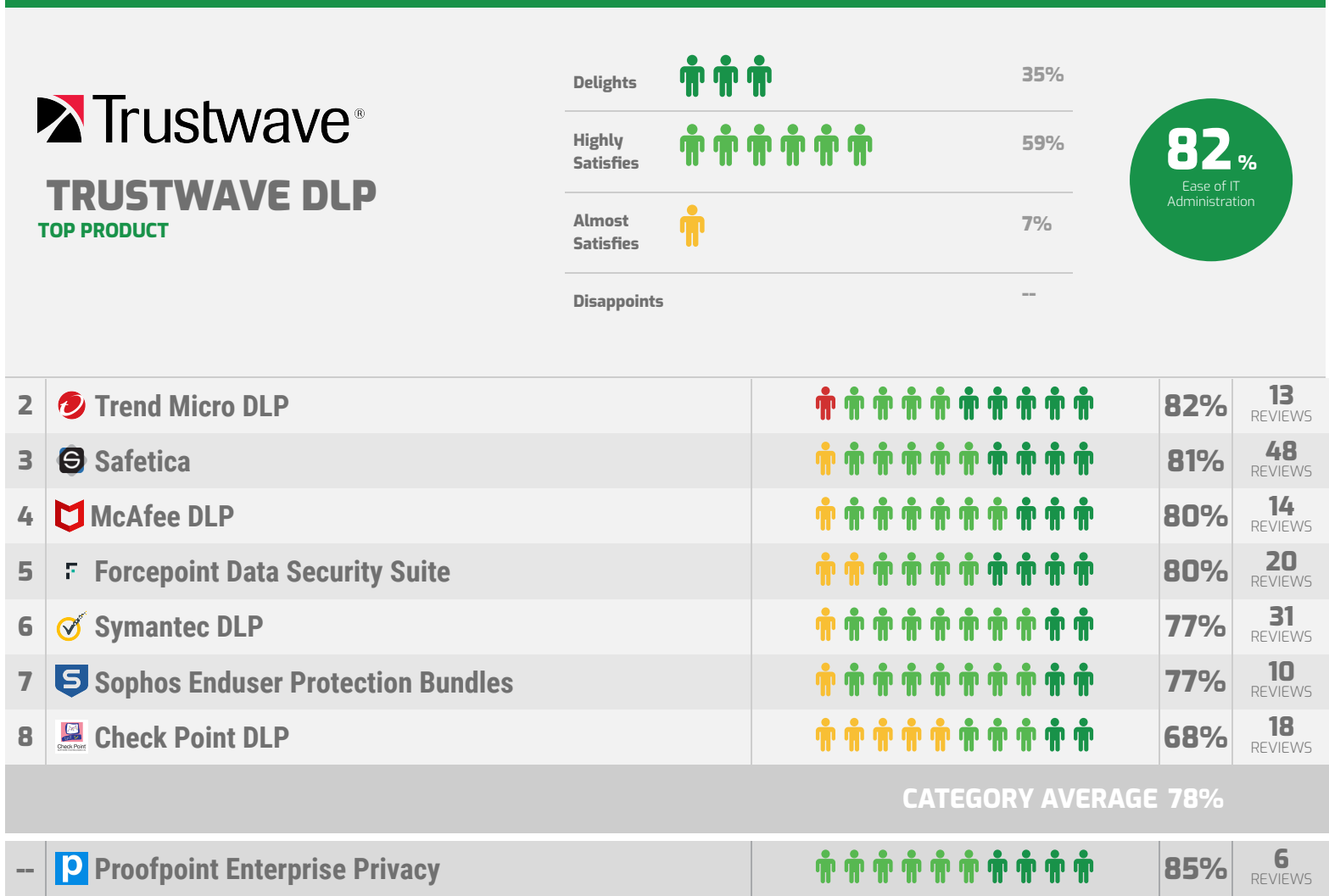


Vendor Capability Satisfaction

Ease of IT Administration

Administrative interfaces don't get the same attention as those built for end users, but they shouldn't be clunky or unintuitive. Use the data in this section to determine which vendors make administration easy, so that your IT personnel can resolve issues and perform configurations efficiently and effectively.

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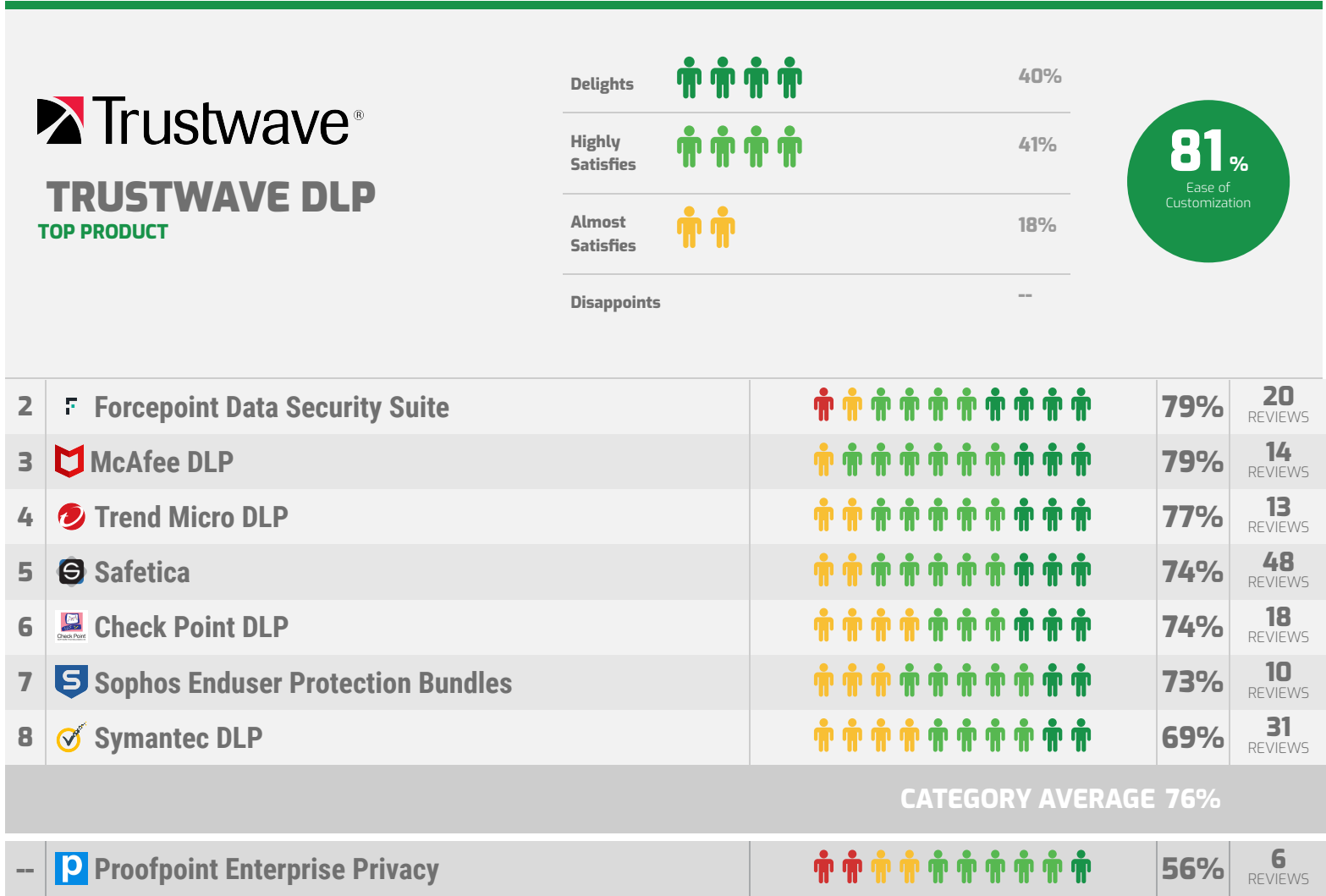


Vendor Capability Satisfaction

Ease of Customization

Out-of-the-box functionality often isn't enough, especially for niche or industry-specific software, and the reason you're buying rather than building is to save time and money in the first place. Don't get bogged down in a difficult customization; use the data in this section to make sure you can easily achieve the functionality you need for your particular situation.

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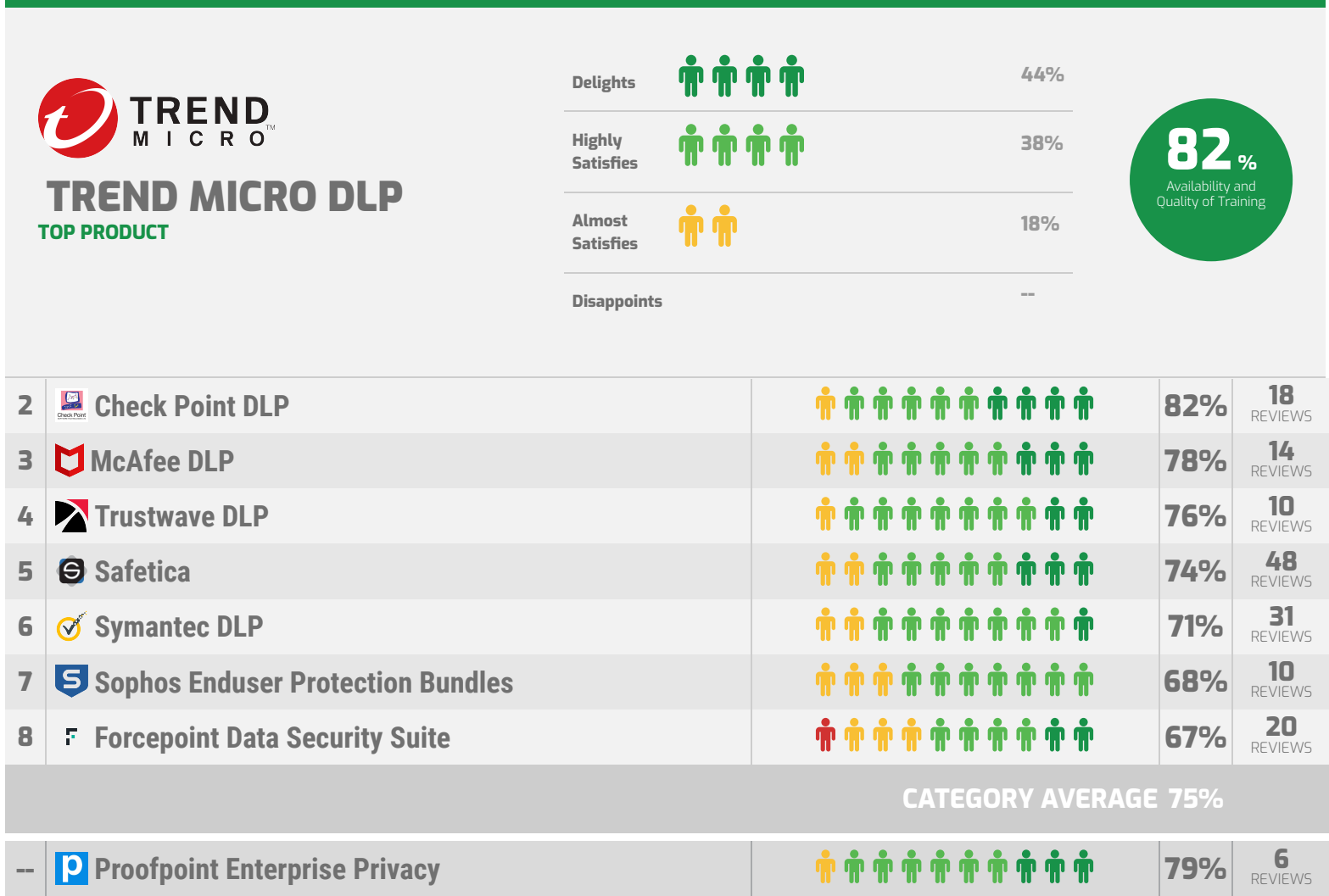


Vendor Capability Satisfaction

Availability and Quality of Training

Effective and readily available training enables users to get the most out of the software you’ve chosen. Use this section to make sure your vendor’s training programs and materials measure up.

This section provides detailed information on user satisfaction for each vendor capability regarding their product offering(s). Use these pages to dig deeper into areas of particular interest or concern.

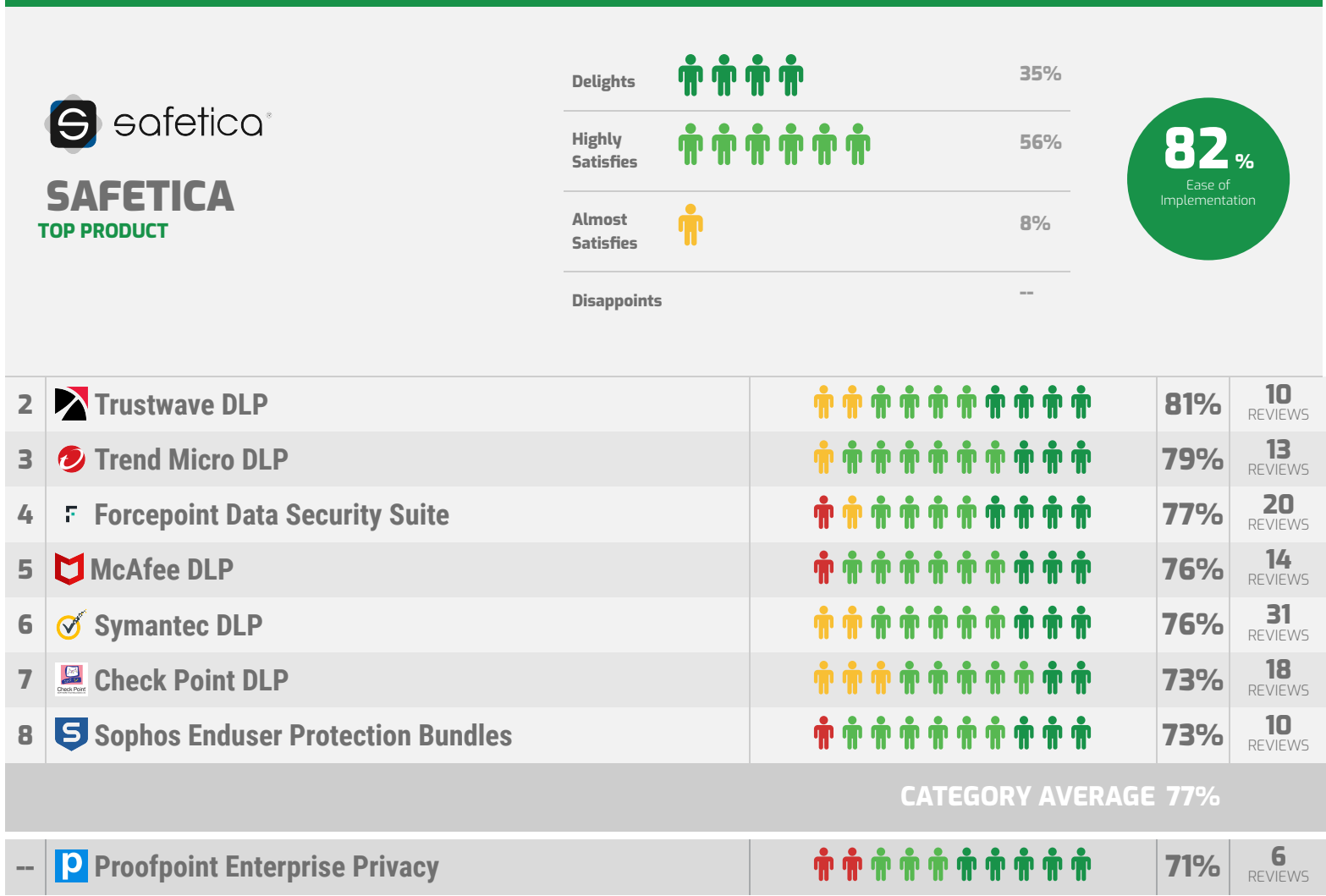


Vendor Capability Satisfaction

Ease of Implementation

Choosing the right software is only the first step. Successfully implementing the new solution is necessary in order to realize its full value and promote end user adoption. Use the data in this section to determine which software is easy to implement, and which may jeopardize your goals by causing trouble in this stage.

This section provides detailed information on user satisfaction for each vendor capability regarding their product offering(s). Use these pages to dig deeper into areas of particular interest or concern.



Product Feature Summary

MANDATORY FEATURES

This page summarizes user satisfaction with a variety of product features. While strong and consistent performance across the board is desirable, you may be willing to tolerate low scores on features that don't impact your primary use case or core objectives. Use this high-level data to help plan and structure your product evaluation.

VENDOR	OVERALL FEATURE SATISFACTION	CENTRALIZED REPORTING ENGINE	CUSTOMIZABLE AND PRE CANNED POLICIES	DATA DISCOVERY (DLP)	ENDPOINT SUPPORT	FORENSIC ANALYSIS SUPPORT	MULTIPLE ENFORCEMENT ACTIONS	REAL TIME SCANNING	
McAfee DLP	86%	84%	85%	90%	84%	87%	86%	92%	
Trustwave DLP	85%	85%	89%	86%	88%	85%	80%	86%	
Forcepoint Data Security Suite	80%	73%	79%	80%	84%	81%	83%	83%	
Safetica	80%	81%	77%	83%	79%	83%	79%	78%	
Trend Micro DLP	79%	77%	73%	78%	90%	77%	79%	89%	
Symantec DLP	76%	78%	74%	83%	71%	76%	79%	78%	
Sophos Enduser Protection Bundles	73%	71%	79%	76%	73%	73%	67%	73%	
Check Point DLP	71%	68%	69%	69%	67%	70%	72%	83%	
CATEGORY AVERAGE	79%	78%	77%	81%	78%	80%	79%	81%	

VENDORS WITH INSUFFICIENT DATA									
Proofpoint Enterprise Privacy	78%	73%	80%	79%	79%	89%	82%	74%	

Product Feature Summary

STANDARD FEATURES

This page summarizes user satisfaction with a variety of product features. While strong and consistent performance across the board is desirable, you may be willing to tolerate low scores on features that don't impact your primary use case or core objectives. Use this high-level data to help plan and structure your product evaluation.

VENDOR	OVERALL FEATURE SATISFACTION	ACTIVITY MONITORING ALERTS	EMAIL AND IM SUPPORT	ENCRYPTION AND DECRYPTION SUPPORT	ENVIRONMENT SUPPORT	
McAfee DLP	86%	88%	85%	86%	85%	
Trustwave DLP	85%	80%	86%	87%	87%	
Forcepoint Data Security Suite	80%	100%	77%	76%	82%	
Safetica	80%	82%	79%	--	78%	
Trend Micro DLP	79%	--	79%	85%	81%	
Symantec DLP	76%	75%	78%	76%	72%	
Sophos Enduser Protection Bundles	73%	--	75%	83%	73%	
Check Point DLP	71%	--	80%	73%	71%	
CATEGORY AVERAGE	79%	83%	79%	79%	78%	
VENDORS WITH INSUFFICIENT DATA						
Proofpoint Enterprise Privacy	78%	--	71%	--	--	

Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Product Features

This table lists and describes all the features that are evaluated in the Data Loss Prevention category. For your convenience, these descriptions are repeated under the feature subheadings in the subsequent pages.

Mandatory Features			
Centralized Reporting Engine	The solution provides a central reporting engine for policy creation and management with canned reports and RBAC.	Forensic Analysis Support	Query capabilities with pre-built and custom drill down, pivot, and parsing; includes export functions and event session reconstruction.
Customizable and Pre Canned Policies	Centralized reporting engine with out-of-the-box policy support and custom policy creation with bi-directional workflow integration.	Multiple Enforcement Actions	The solution provides options for violations such as block, move, quarantine, and delete.
Data Discovery (DLP)	Structured (content registration or data fingerprinting) and unstructured (keywords, lexicons, metadata tags, statistical analysis, etc.) data identification.	Real Time Scanning	The solution scans content and context of files in real-time 24/7.
Endpoint Support	Multiple operating system and device type support with offline protection, removable media, print screen, and copy and paste support.		
Standard Features			
Activity Monitoring Alerts	User access patterns can be monitored with rule-based alerts for sensitive data access requests.	Encryption and Decryption Support	Support for real-time decryption and re-encryption of information.
Email and IM Support	The solution scans inbound and outbound messages for security violations.	Environment Support	Breadth of protocol support, cloud protection, peer to peer, Web 2.0, and virtualization environment support.
Differentiating Features			
Application Monitoring	The solution monitors applications which may store sensitive data (e.g. clipboard).	Network Access Control Integration	The solution supports integration with common NAC providers.

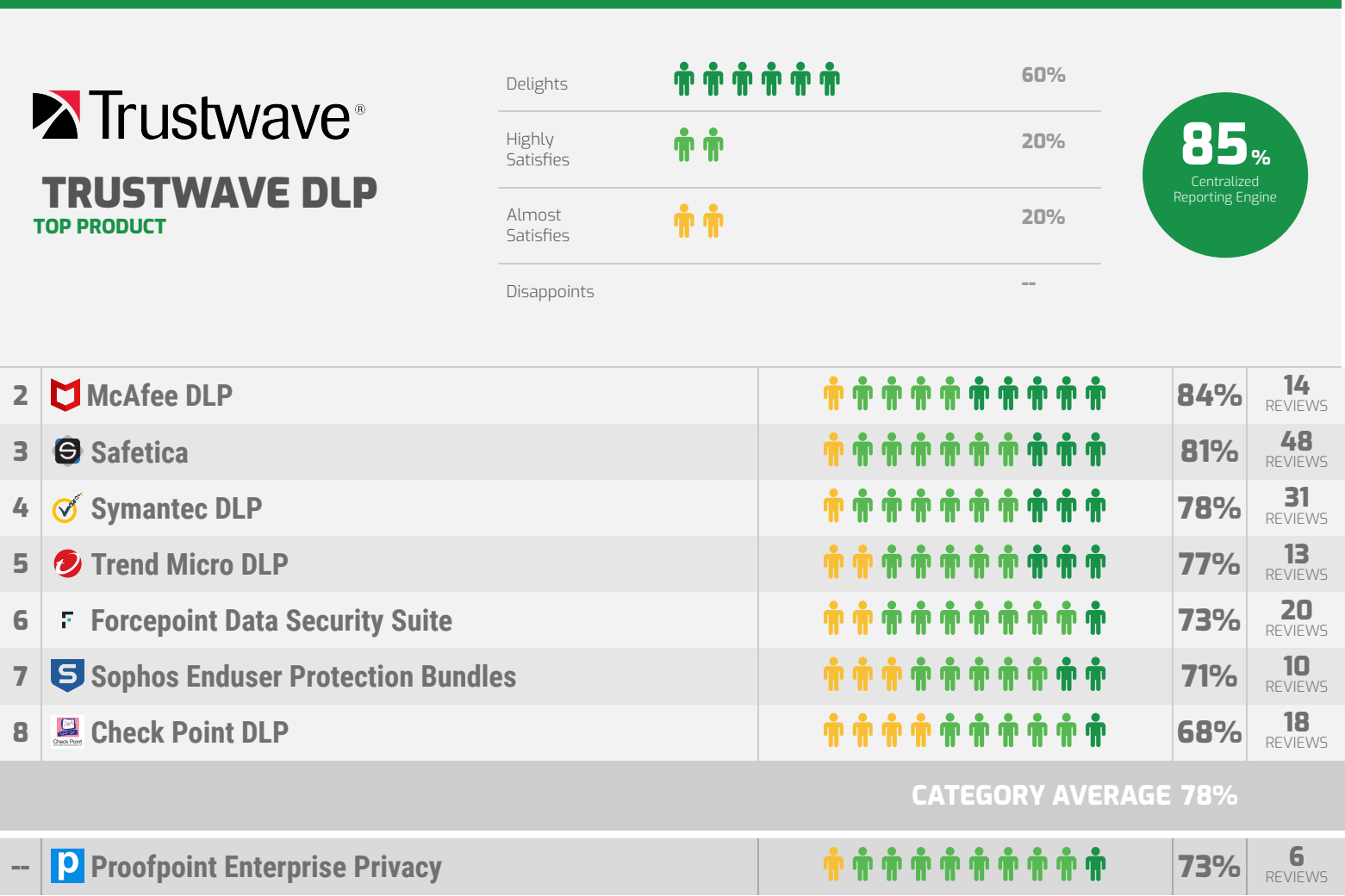
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Centralized Reporting Engine

Mandatory Feature

The solution provides a central reporting engine for policy creation and management with canned reports and RBAC.



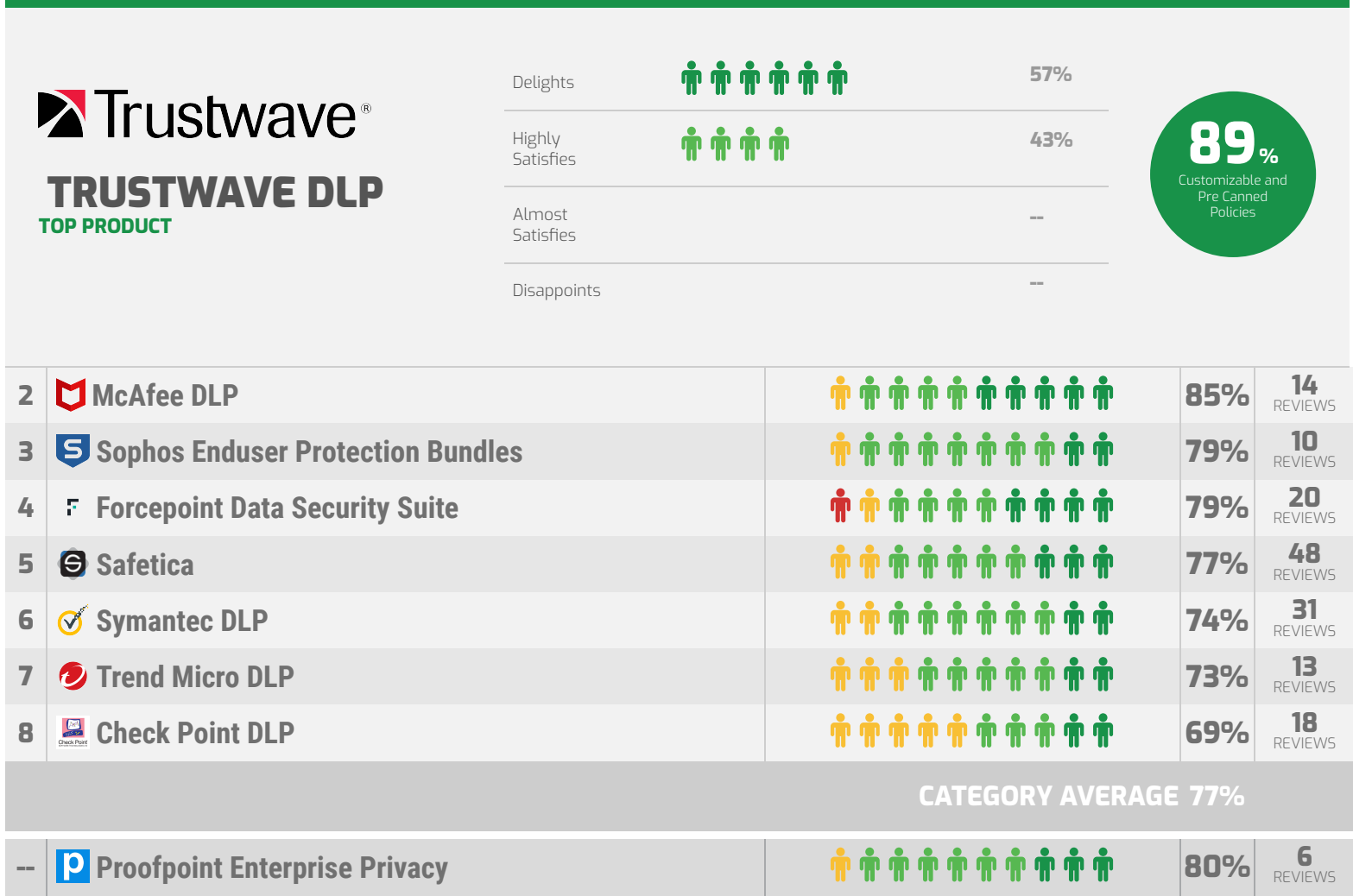
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Customizable and Pre Canned Policies

Mandatory Feature

Centralized reporting engine with out-of-the-box policy support and custom policy creation with bi-directional workflow integration.



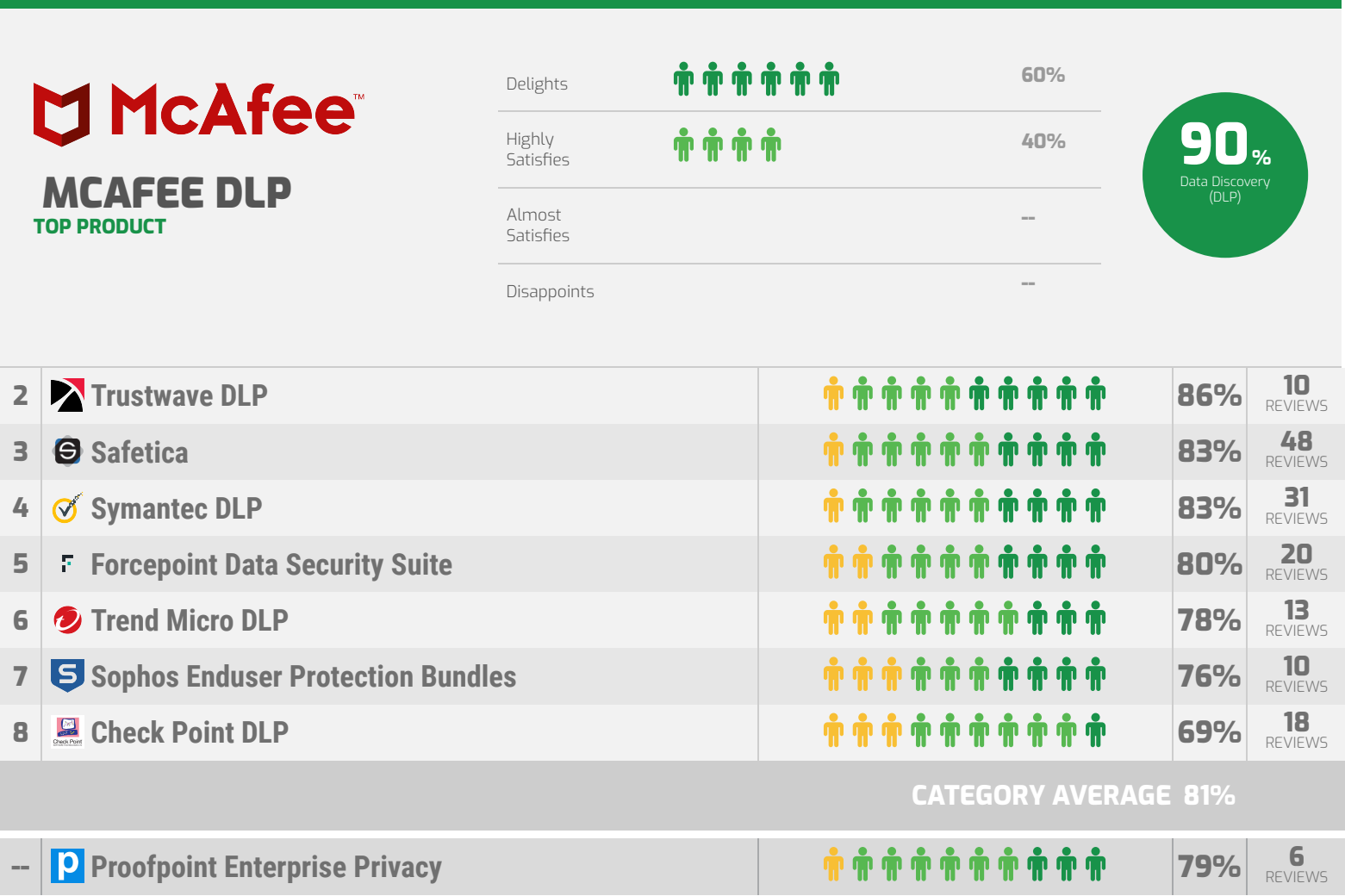
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Data Discovery (DLP)

Mandatory Feature

Structured (content registration or data fingerprinting) and unstructured (keywords, lexicons, metadata tags, statistical analysis, etc.) data identification.



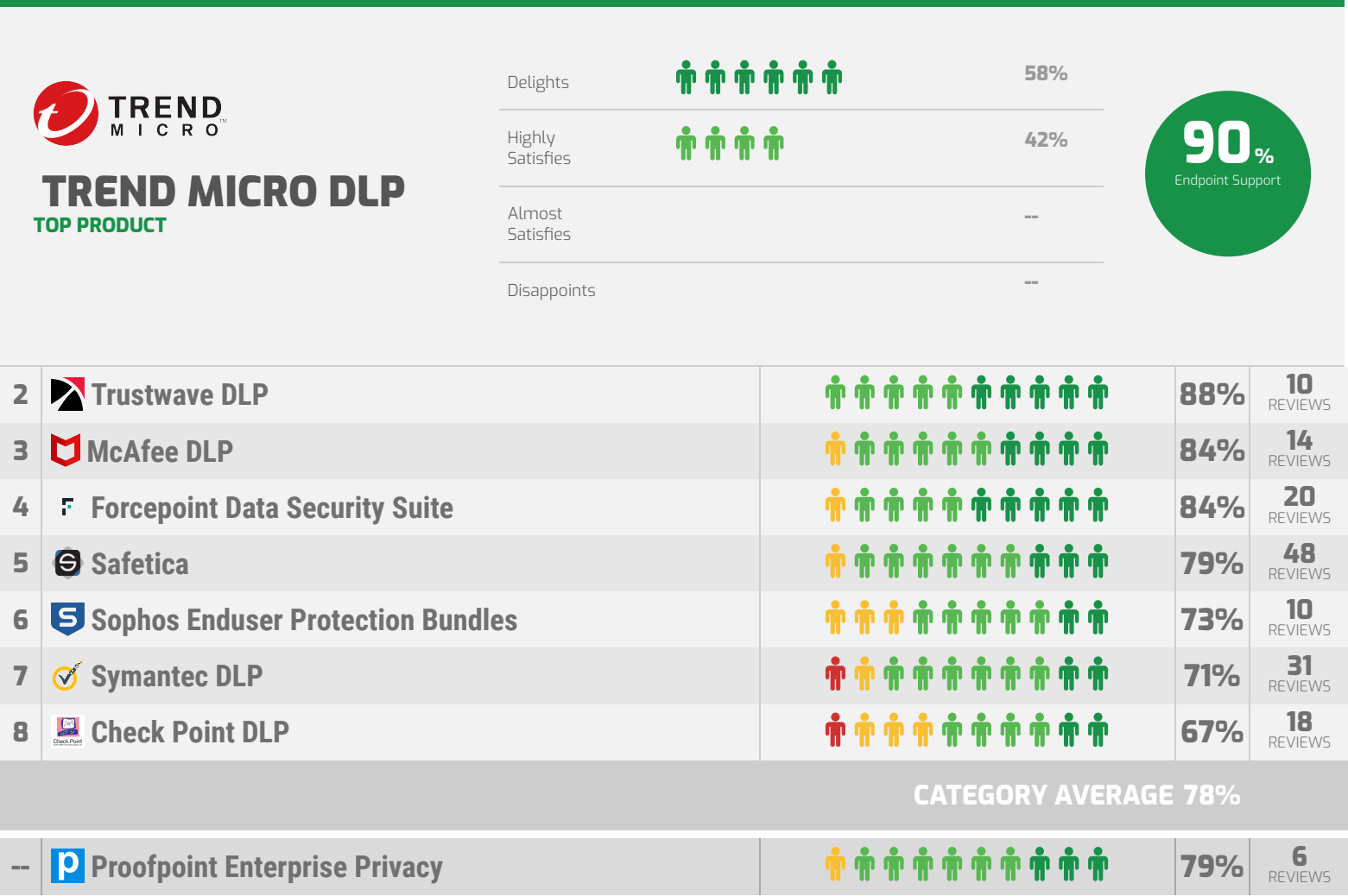
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Endpoint Support

Mandatory Feature

Multiple operating system and device type support with offline protection, removable media, print screen, and copy and paste support.



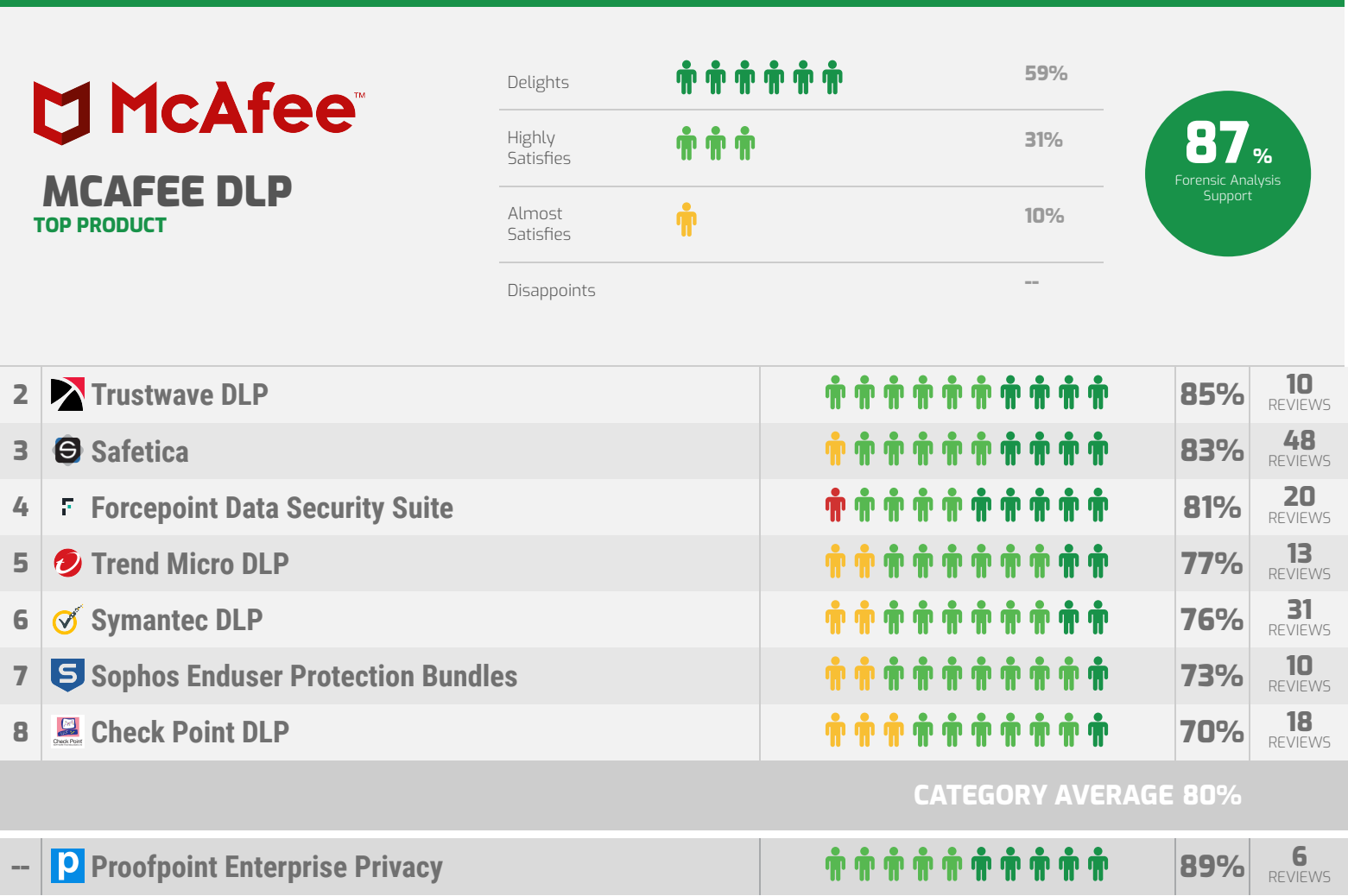
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Forensic Analysis Support

Mandatory Feature

Query capabilities with pre-built and custom drill down, pivot, and parsing; includes export functions and event session reconstruction.



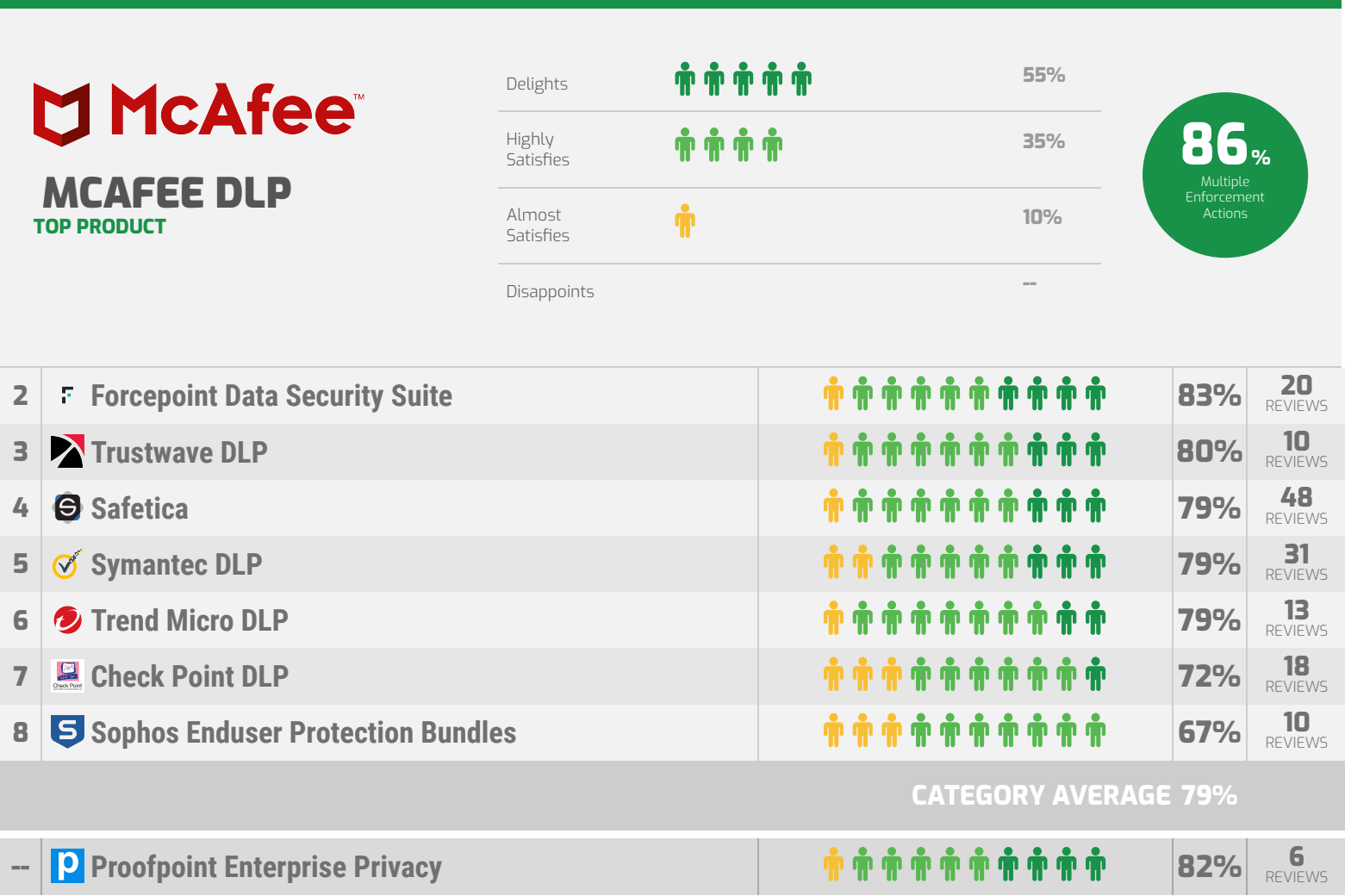
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Multiple Enforcement Actions

Mandatory Feature

The solution provides options for violations such as block, move, quarantine, and delete.

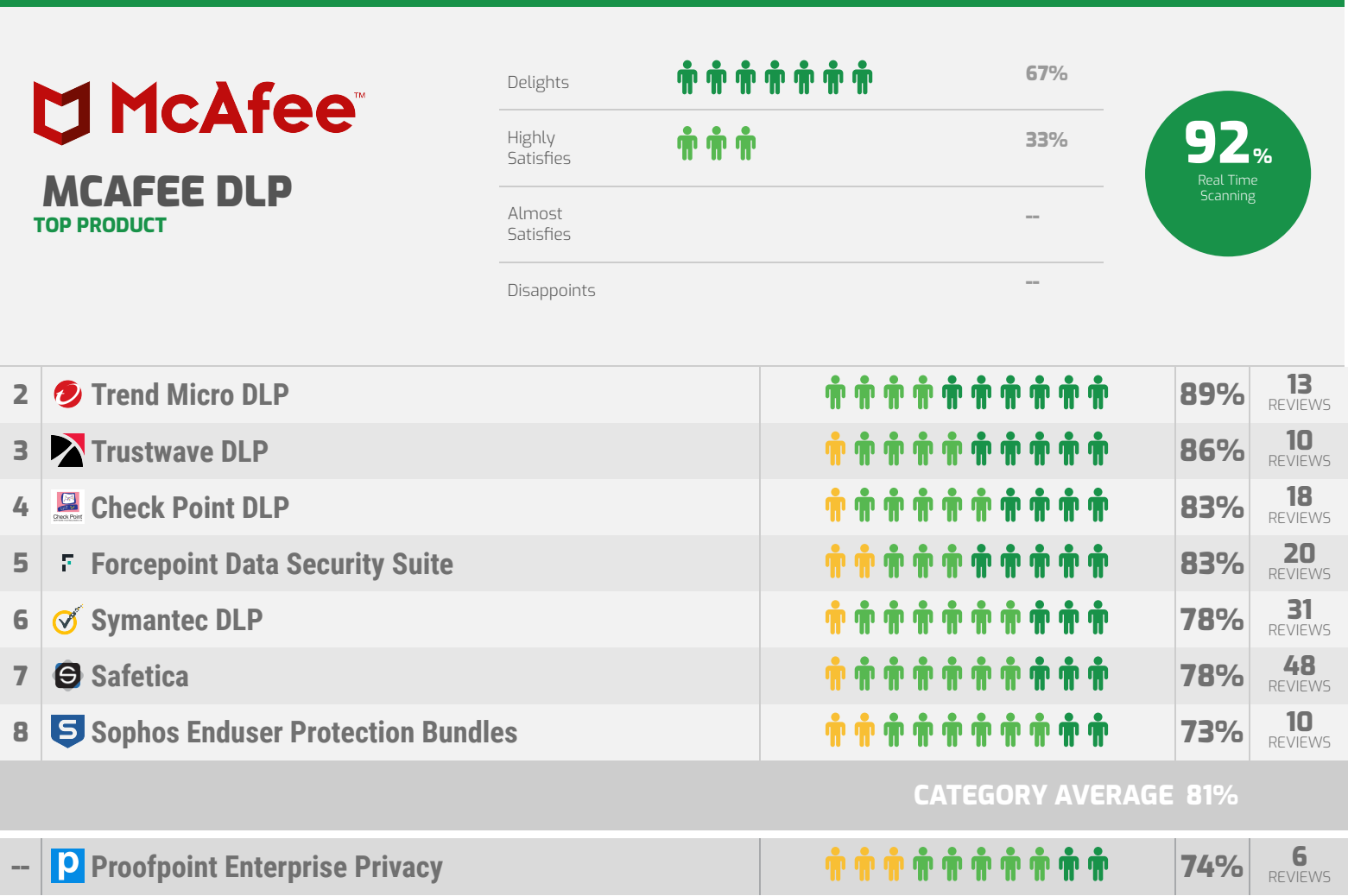


Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Real Time Scanning

Mandatory Feature



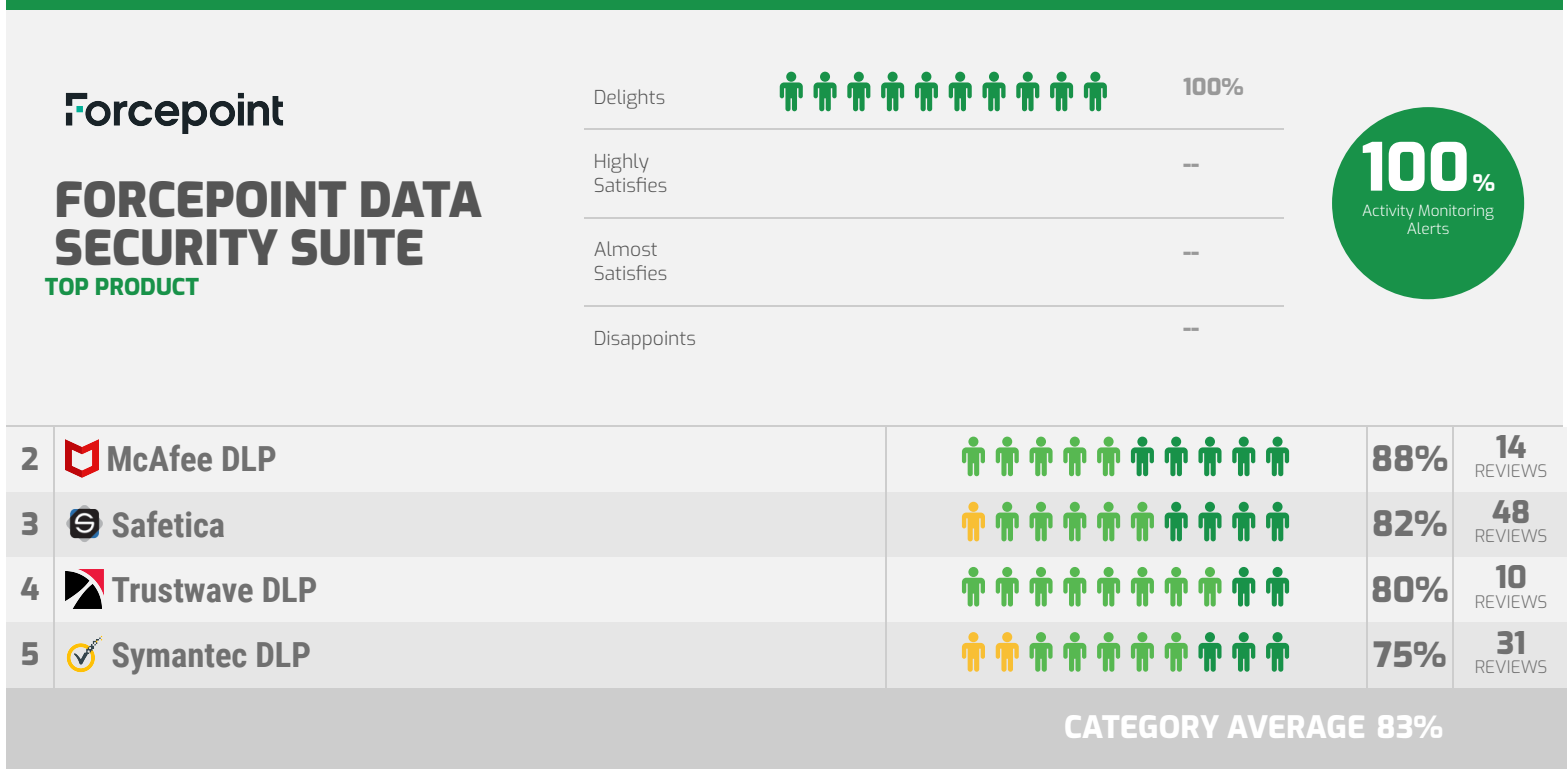
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Activity Monitoring Alerts

Standard Feature

User access patterns can be monitored with rule-based alerts for sensitive data access requests.



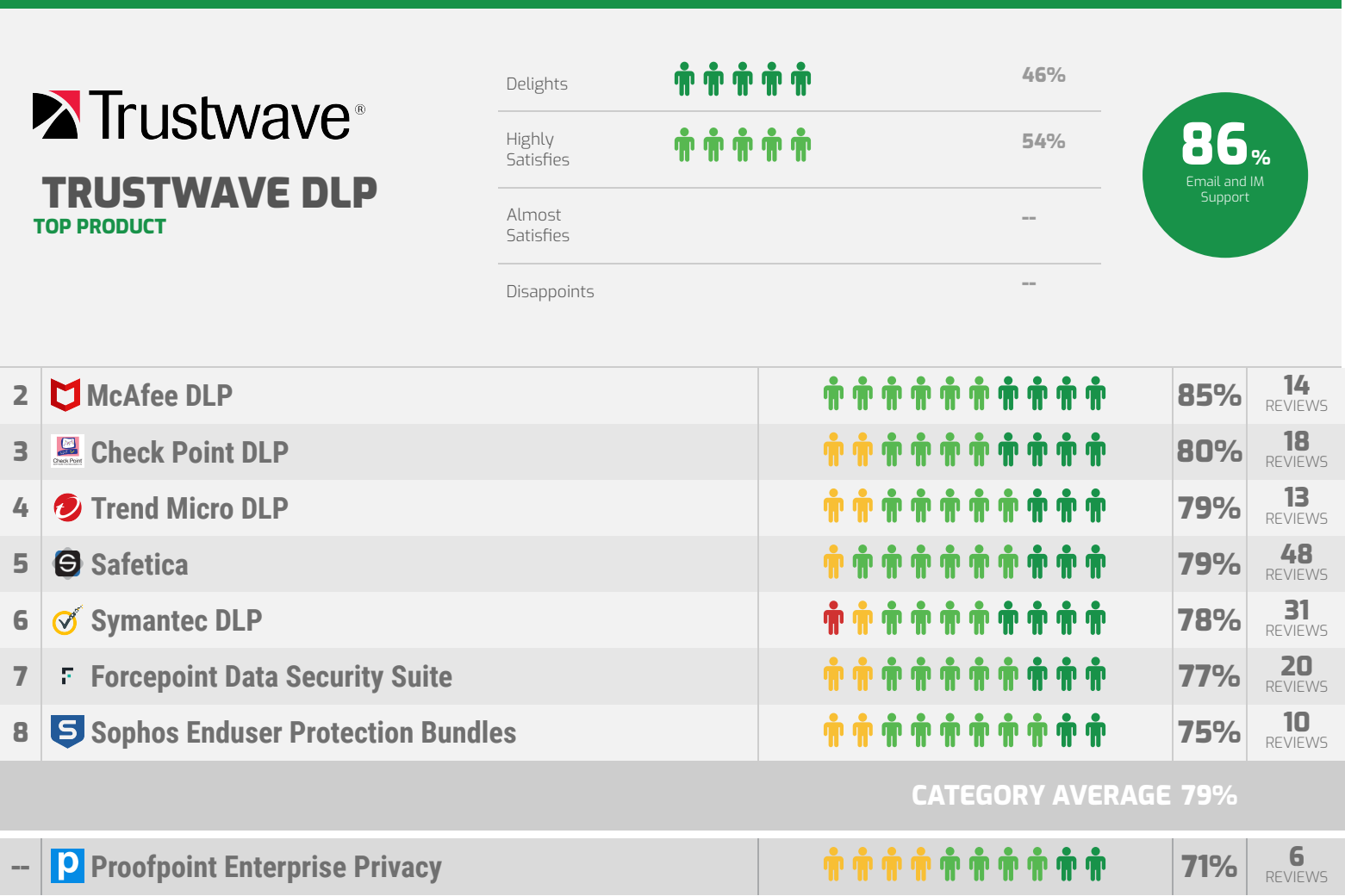
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Email and IM Support

Standard Feature

The solution scans inbound and outbound messages for security violations.



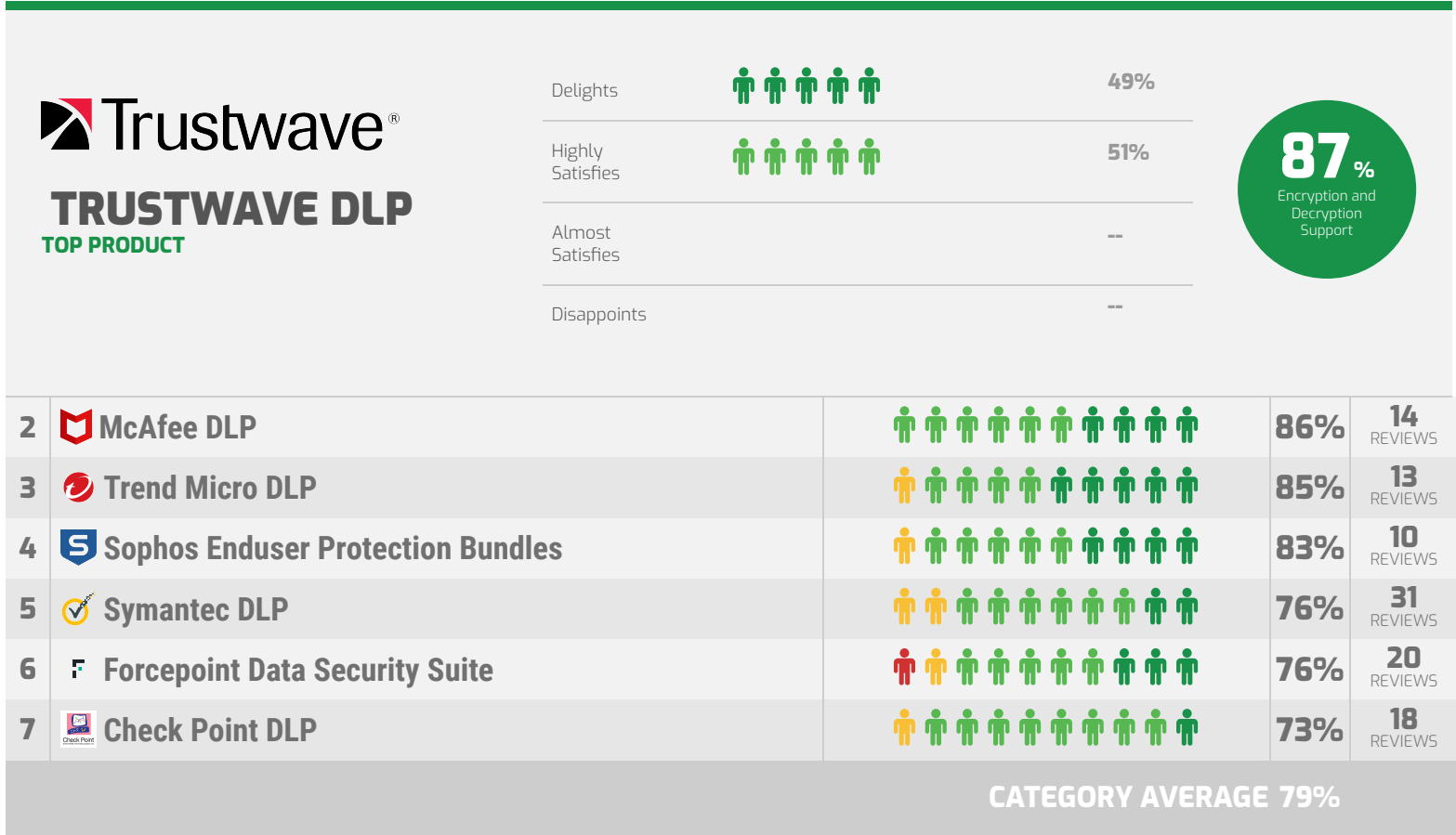
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Encryption and Decryption Support

Standard Feature

Support for real-time decryption and re-encryption of information.



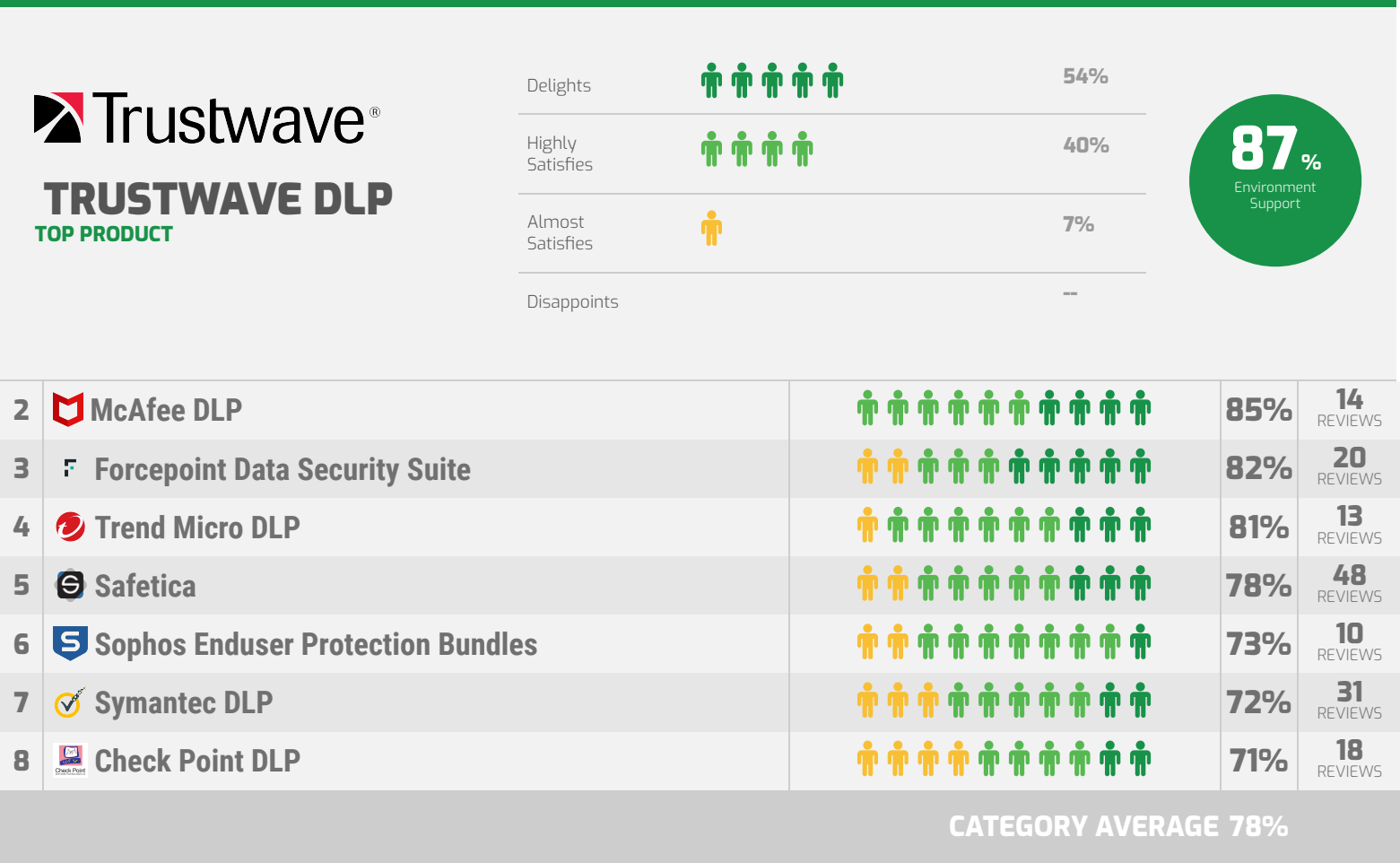
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Environment Support

Standard Feature

Breadth of protocol support, cloud protection, peer to peer, Web 2.0, and virtualization environment support.



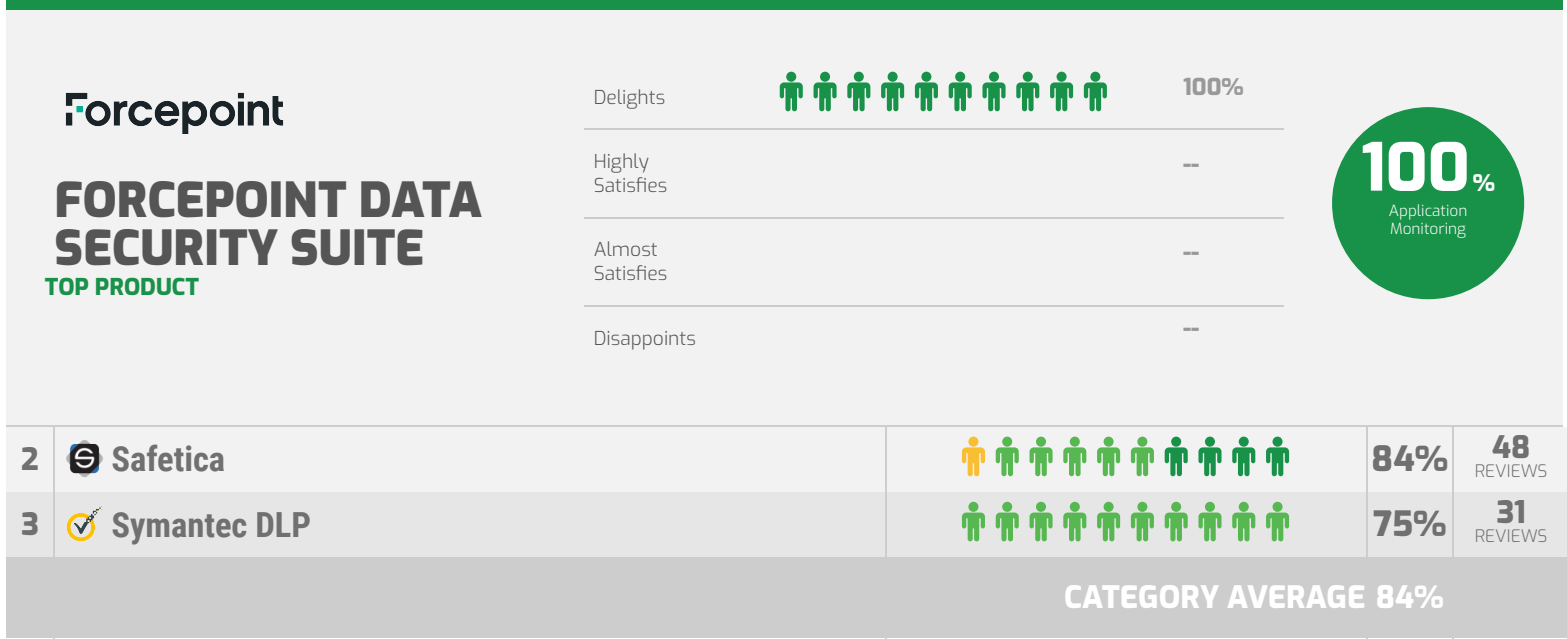
Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Application Monitoring

Differentiating Feature

The solution monitors applications which may store sensitive data (e.g. clipboard).



Product Feature Satisfaction

This section provides detailed information on user satisfaction for each product feature. Use these pages to dig deeper into areas of particular interest or concern.

Network Access Control Integration

Differentiating Feature

The solution supports integration with common NAC providers.

