

Secure Dropbox Alternatives for Distributors

From September 1st, 2015, distributor partners of Also can purchase on its cloud market place "Secure Data Space" from BT, a solution that provides SME's secure cloud storage.

Since January 2015, Also Germany has been operating the "Cloud Marketplace", where the channel partners of the distributor can order and provide cloud services for their customers. Now the distributor expands its range of cloud services by a secure storage alternative to "Dropbox", "Box" or "OneDrive". The "Secure Data Space" (SDS) solution comes from the BT Group, a UK telecom company that has been primarily specialized in large-scale customer business outside of the UK. "With this cooperation, we are able to address target groups that we have not yet served", says Rainer Koppitz, CEO of BT Global Services.

The Secure Data Space is particularly suitable for distributed teams or cooperation with external partners, but can also be used in smaller companies for central document management. Thanks to encryption and secured transmission, as well as a graduated allocation of rights, confidential documents such as contracts or payrolls can be managed and transmitted via the storage space.

SDS is hosted at BT's own data center in Sossenheim near Frankfurt. The operator promises that the data are treated according to German data protection law and that access by, for example, foreign secret services such as the British GCHQ is not possible.

As with cloud storage solutions, users can access their data in the cloud via a browser interface, smartphone app or directly from the file system. Apps are available for Android, BlackBerry, and iOS devices, while Windows Phone users be ignored. On Windows PCs, an app called "Drive Letter" can be used to integrate the memory into the local file system. For Outlook, there is a plug-in that enables the direct integration of content from BT SDS while writing an e-mail.

The service provides end-users enhanced security for their cloud storage. Thus, in addition to the server-side standard encryption with 256-AES and secure transmission via SSL, a client-side coding with 256-AES can also be set up so that the provider does not even see unencrypted files. However, client-side encryption significantly impacts performance. Depending on the hardware equipment in the client, the encryption of a 10 MB file can take between one and two minutes, according to vendor.

Roll concept and confidentiality levels

In addition to the secure storage of documents, BT SDS can also be used to control their application in detail. A roll concept offers graded rights. The "Data Space Admin" allows users to create and manage new subfolders, called "Data Rooms", which are administered by a "Data Room Admin". This can define "Data Room User", which in turn can upload or delete files in the allocated data space. The transfer of files to external is done via download link. An upload is also possible via a link so that externals can take files in the data rooms without having access to the folder structure itself.

The files in the data spaces can be classified into four different levels of confidentiality from "public" to "strictly confidential". Depending on the classification, the system asks if a file should be sent by e-mail, for example. However, a real prevention of the data transfer such as in a data leakage prevention system is not implemented.

BT SDS can be booked as of 01.09.15 in the Cloud Marketplace of Also to the recommended retail price of 25 euros per month for five users and 10 GB storage space. Additional users are charged at 3.40 euros, another five GB costs 80 cent extra each month. The margin for the reseller is "up to 20 percent", promises Markus Vogt, Head of Business Research & Development at Also Germany.

To be introduced Also wants to support the channel partners with various marketing campaigns. In addition to free weekly webinars on BT SDS, there will be flyers, brochures and test accounts. The provisioning is fully automated via the Cloud Marketplace, for which an additional contract has to be concluded. From there, the market place is open to any of the more than 20,000 registered traders. Currently, however, only around 500 partners are using the offer.

The original article can be found at <http://www.channelpartner.de/a/sichere-dropbox-alternative-fuer-also-haendler,3046272>