

Case Study

Kaminario Leveraged SafeLogic's FIPS 140 Expertise to Boost NIST Certification Efficiently



SafeLogic

kaminario.



The Background

Kaminario was founded by now-CEO Dani Golan in 2010 to revolutionize all-flash storage. Headquartered in Massachusetts and backed by powerful VCs, including Sequoia Capital, Pitango Venture Capital, and Mitsui Global Investment, Kaminario has seen triple digit growth year-over-year. More than half of its revenue comes from online SaaS companies, including healthcare, retail, financial services, and manufacturing. Hundreds of customers rely on the Kaminario K2 all-flash storage array to power their mission critical applications and to safeguard their digital ecosystem and the company continues to grow in popularity.

The Challenge

Flash storage had technological advantages when Kaminario was founded, but it also had drawbacks. The long-term viability of the technology was closely tied to two metrics - capacity and cost – while the performance and predictability tantalized futurists. A significant reduction in production costs, beginning in early 2014, led to skyrocketing awareness and value. Early adopters benefited from OPEX reductions up to 90% and Kaminario delivered increased agility, resiliency, and scalability, without compromising in other areas. By removing the last mechanical devices from data centers and placing storage onto silicon – and the curve of Moore's Law – All Flash Arrays (AFAs) have revitalized existing infrastructure and closed the gap between business expectations and IT's ability to deliver.

"Practically overnight, government procurement officers realized the growing opportunity for performance gains and cost savings, resulting in the growing demand for all-flash," said CTO Shachar Fienblit.

To respond to federal organizations, Kaminario started to investigate FIPS 140-2 certification.

Kaminario's Federal Sales Team Needed FIPS 140-2 Certification

Federal agencies had positive responses to Kaminario's product offering, but requested FIPS 140-2 validation before contracts could be signed. Despite Kaminario's existing security features, the compliance checkmark was a must.



SafeLogic Got It Done Quickly

SafeLogic's CryptoComply encryption modules are designed for simple and fast installation. The drop-in architecture allowed the Kaminario technical team to integrate validated crypto quickly and get back to their core tasks.

With zero additional effort from Kaminario, SafeLogic handled all of the documentation, testing, and coordination from start to finish and delivered FIPS certificate #2689 in just 8 weeks!



The Solution

Kaminario surveyed the FIPS 140-2 landscape and settled on SafeLogic. While consulting firms offered a variety of services, SafeLogic was a perfect fit for their FIPS 140-2 validation.

According to Fienblit, “Kaminario’s powerful all-flash storage solution includes very strong security and encryption technology. We were looking for a partner to take our premium technology and help us with the FIPS certification process, fast.”

Government agencies had been responding with more strict guidelines - the conversation couldn’t even begin until NIST had verified FIPS 140-2 compliance, so an accelerated timetable was increasingly attractive. Kaminario’s sales team understood that any delays would penalize them in an already long federal sales cycle.

Kaminario made their decision quickly. They licensed SafeLogic’s CryptoComply module, and immediately initiated RapidCert. SafeLogic’s team handled all the testing, coordination, and paperwork, and the process was finished months before their original date, satisfying their goals of speed and efficiency.

“The process was fast and easy, as SafeLogic had promised,” Fienblit said. “The team worked with our tight timeline, provided great communication along the way, and delivered on schedule — with minimal disruption to our sales cycle.”

Kaminario’s FIPS 140-2 validation #2689 was posted on July 27, 2016, certifying the encryption module for use in a trio of Linux operating environments.



“SafeLogic delivered on their promise — a painless FIPS 140-2 validation, completed quickly.”

Shachar Fienblit
CTO at Kaminario

You needed SafeLogic six months ago.



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About Kaminario

Kaminario, the leading all-flash storage company, is redefining the future of modern data centers. Its unique solution enables organizations to succeed in today’s on-demand world and prepares them to seamlessly handle tomorrow’s innovations. Only the Kaminario K2 all-flash array delivers the agility, scalability, performance and economics a data center requires to deal with today’s cloud-first, dynamic world and provide real-time data access — anywhere, anytime. Hundreds of customers rely on Kaminario K2 to power their mission critical applications and safeguard their digital ecosystem.

Kaminario is headquartered in Needham, Massachusetts, with offices in Israel, London, and New York City.



About SafeLogic

SafeLogic’s product line is focused on standards-based cryptographic engines designed for use in mobile, Cloud, server, wearable, IoT, workstation, and appliance environments. SafeLogic modules include RapidCert, the industry’s only FIPS 140-2 validation service that provides a certificate in the customer’s name, while drastically accelerating the timeline, requiring no additional engineering effort, zero interaction with testing labs, and at a fixed cost.

SafeLogic was established in 2012, is privately held, and is headquartered in Palo Alto, California.