



Bill Downer  
Vice President, National Programs  
[Bill.downer@seagategov.com](mailto:Bill.downer@seagategov.com)  
Seagate Government Solutions (SGS)



SEAGATE  
GOVERNMENT  
SOLUTIONS

# Today's Agenda

## Seagate Security Products

- ✓ Who is Seagate Government Solutions?
- ✓ What is currently going in the US Government?
- ✓ Why does this matter to me?
- ✓ Why use Seagate Security Products?
- ✓ What do I tell others in my organization about Seagate Security Products?
- ✓ What is different about Seagate Security Products?
- ✓ What resources do I have to buy or specify these products?

✓ Questions?



SEAGATE  
GOVERNMENT  
SOLUTIONS



# Seagate Government Solutions (SGS)

Seagate Federal, Inc. is a DSS FOCI-mitigated, US-based, wholly-owned subsidiary of Seagate Technology



Formed with  
Seagate  
acquisition of  
Instrumental,  
Inc. in May  
2015



SEAGATE  
GOVERNMENT  
SOLUTIONS

DBA "Seagate  
Government  
Solutions" (SGS)  
Governed under a  
Special Security  
Agreement (SSA) with  
DSS



Reports to a US-  
based, deeply  
experienced BoD  
in IT innovation,  
and Cyber  
missions

# SGS Board of Directors



Dr. Paul Kaminski (Chairman)

- Chairman and CEO of Technovation, Inc.
- Served as the Under Secretary of Defense for Acquisition and Technology from 1994 to 1997
- 20-year career as an officer in the U.S. Air Force.
- Served on the President's Intelligence Advisory Board, the FBI Director's Advisory Board, the Director of National Intelligence Senior Advisory Group, the Senate Select Committee on Intelligence Technical Advisory Board, and the National Academies Air Force Studies Board.
- Currently serves on the Defense Science Board (which he has chaired twice).
- Member of the National Academy of Engineering, a Fellow of the Institute for Electrical and Electronics Engineers, and a Fellow and an Honorary Fellow of the American Institute of Aeronautics & Astronautics.

Dave Kier



- President and Chief Executive Officer of Areté Associates since 2009, while continuing in his role as Chairman of the Board of Directors, a position he has held since 2004.
- Served as Vice President and Managing Director for Lockheed Martin's Force Protection activities.
- Previously Deputy Director of the National Reconnaissance Office (NRO) and the Principle Deputy Assistant Secretary of the Air Force (SPACE).



## Mr. Richard C. Schaeffer, Jr.,

Mr. Richard C. Schaeffer, Jr., also known as Dick, has been Principal of Security Innovation Network since October 2011.

Mr. Schaeffer served as an Information Assurance Director of the National Security Agency (NSA).

Mr. Schaeffer served as Senior Executive with the National Security Agency (NSA), with over 40 years total U.S. Government service, including 15 years as a Member of the Defense Intelligence Senior Executive Service.

Mr. Schaeffer led technical programs and organizations from several dozen to several hundred people, with financial responsibility from several million to almost a billion dollars.

Principal positions during his career include Director of Information and Infrastructure Assurance, in the Office of an Assistant Secretary of Defense (Command, Control, Communications, and Intelligence) at the Pentagon; NSA Deputy Chief of Staff, Acting Director of Research, Director of National Security Operations Center and Information Assurance Deputy Director, during the last four years of his career with the NSA. He served two tour of duty in Viet Nam with the Marines before joining the NSA.

He serves on the Advisory Boards of a number of government, private sector and non-profit companies and organizations, including the Intelligence and National Security Alliance (INSA), National Board of Information Security Examiners (NBISE) and others.

# SGS's Charter Within Seagate

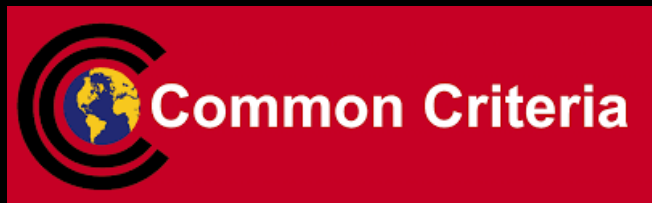
Hold security clearances

Pure Business Development - Represent all Seagate groups and technologies to the US Government space

Translate emerging data security requirements to Seagate Technology

Evangelize Seagate Security Intellectual Property and capabilities to Federal End Users and Standards Bodies

Work with OEM & Integrator Partners to evangelize and promote Seagate Security IP to address emerging Security, Encryption and Secure Supply Chain requirements





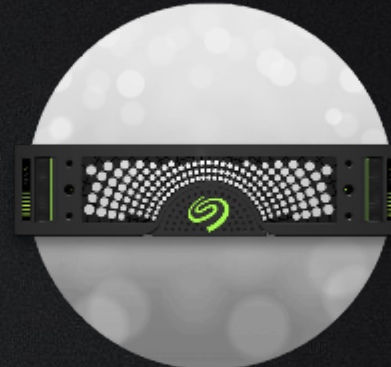
# 'ONE ROAD MAP' SEAGATE PRODUCT STRATEGY

MOBILE

DESKTOP | EDGE

RACK | EDGE

RACK | HYPERSCALE



SECURITY FIPS/CC/TAA Supply Chain

Supply Chain ISO 20243 OTTP-S



2.5" HDD  
SATA SSD



3.5" HDD  
PC  
Surveillance / DVR  
SATA SSD



Nytro products  
SAS SSD  
NVMe SSD  
Nearline SATA



High Capacity  
Nearline  
Enterprise  
SAS/SATA



# What is currently going on in US Government?

## Securing the supply chain

- ✓ Executive Directive on IT and Communications Equipment
- ✓ Buying “Made in the USA” equipment will become a requirement
  
- ✓ Questions?



SEAGATE  

---

GOVERNMENT  
SOLUTIONS





# What is the Executive Directive?

Securing the Information Technology and Communication supply chain

## Presidential Executive Order on Strengthening the Cybersecurity of Federal Networks and Critical Infrastructure

Issued on: May 11, 2017

- ✓ Policy. The executive branch operates its information technology (IT) on behalf of the American people. Its IT and data should be secured responsibly using all United States Government capabilities. The President will hold heads of executive departments and agencies (agency heads) accountable for managing cybersecurity risk to their enterprises. In addition, because risk management decisions made by agency heads can affect the risk to the executive branch as a whole, and to national security, it is also the policy of the United States to manage cybersecurity risk as an executive branch enterprise.
- ✓ Questions?



# What is the Buy American Agreement

...And when/why do I need it?

- ✓ The **Buy American Act** ("BAA", originally 41 U.S.C. §§ 10a–10d, now 41 U.S.C. §§ 8301–8305) passed in 1933 by Congress and signed by President Hoover on his last full day in office (March 3, 1933),<sup>[1]</sup> required the United States government to prefer U.S.-made products in its purchases.
- ✓ The Buy American Act requires Federal agencies to procure domestic materials and products. Two conditions must be present for the Buy American Act to apply: (1) the procurement must be intended for public use within the United States; and (2) the items to be procured or the materials from which they are manufactured must be present in the United States in sufficient and reasonably available commercial quantities of a satisfactory quality. The provisions of the act may be waived if the head of the procuring agency determines the act to be inconsistent with the public interest or the cost of acquiring the domestic product is unreasonable. Contracts awarded by State and local authorities under Federal grant programs are not covered by the act unless authorizing statutes explicitly provide for application of the act. Problems in administering the act involve definitions of "substantially

# What is the Trade Agreements Act (TAA)?

...And when/why do I care about it?

- ✓ **The Federal Trade Agreements Act (19 U.S.C 2501-2581) is also Known as “TAA”**
  - ❑ **Intent to Enable Open International Trade**
  
- ✓ **TAA Requires that Products Originate from the US or another TAA Country**
  - ❑ **Products must undergo “Substantial Transformation” within the US or TAA Country**
  
- ✓ **When? US Government Procurement Requires TAA for Products under:**
  1. **GSA Contracts – Regardless of Cost (min thresholds do not apply)**
  2. **DOD Contracts**
  3. **IDIQ (Indefinite Delivery, Indefinite Quantity) Contracts**
  
- ✓ **Why? There ARE Penalties for Non-compliance**
  
- ✓ **Companies can Seek an “Advisory Ruling” or “Final Determination” from US Customs to Ensure Products are Appropriately Classified**
  
- ✓ **126 Countries Comply with TAA, including**
  - ❑ **EU Member Nations, US, UK, Canada, Australia, New Zealand, Singapore, S. Korea**

## Build to Order “BAA” ( “Made in America”) and TAA Compliant” Programs



- ✓ Seagate is the only Hard Disk drive and Solid-state drive manufacturer approved by U.S. Government procurement to Comply with Buy American Act and Trade Agreement Act Requirements for HDDs and SSDs across the Enterprise and Client Portfolio
- ✓ Seagate meets the Buy American Agreement requirements for the G.S.A. schedule
- ✓ The ruling we have protects the qualified Seagate Secure drives from any G.S.A. audits
- ✓ Insurance for the evolving government policies and guidelines

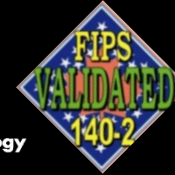
# Seagate meets the strongest government requirements for data security



Trusted Tech Provider Standard  
ISO 20243



NIST Special Pub 800-88  
NIST Special Pub 800-57  
ISO 27040



Cryptographic Module Validation Program (CMVP)  
Cryptographic Algorithm Validation Program (CAVP)



Common Criteria for Information Security Evaluation (CC)

EE – Encryption Engine Profile  
AA – Authorization Acquisition Profile

- ✓ Essential & Certified By Design
- ✓ Trusted Design & Life-cycle
- ✓ Verifiable HW Roots of Trust

- ✓ Defines Strong Media Sanitization
- ✓ Defines Security Requirements
- ✓ Defines Erase Certificate. App. D

- ✓ Independent Lab Validation
- ✓ Validates 800-88 Security Rqmts
- ✓ Public Online Policy & Certificate

- ✓ Independent Lab Validation
- ✓ Validates 800-88 Data Erasure
- ✓ Public Online Policy & Certificate

**Certified Erase Service**

X.509 Certificate

- XML/HTML 800-88 Compliant Certificate of Data Purge
- Digitally Signed by SED Drive Unique Key Pair
- Verifiable Seagate Secure PKI issued key

```
<sg:AttestationData xmlns:sa="http://www.seagate.com/sa"
  Id="cert"
  StandardRef="http://nvlpubs.nist.gov/nistpubs/Special
  <Device>
    <Make>Seagate
    <Model>ST1000MM0130
    <SerialNumber>
    <FirmwareVersion>
    <MediaID>
    <Fips140Cert
    <MediaEncryption
    <Algorithm
    <Mode>XTS
    </MediaEncryption
    </Keys>
```

**DATA ERASE ATTESTATION**

**DEVICE INFORMATION**

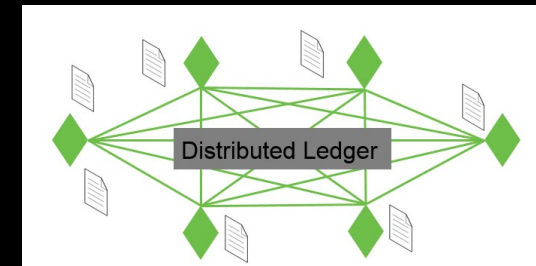
- Make: Seagate
- Model: ST1000MM0130
- SerialNumber: W8N00PEA0000J804HAQ3
- Firmware version: CT01
- Media Type: disk
- FIPS 140-2 Certificate: N/A

**MEDIA ENCRYPTION INFORMATION**

- Encryption Algorithm: AES 256
- Confidentiality Mode: XTS

**ENCRYPTION KEY INFORMATION**

- Key Generation:
  - Random Number Generator: NIST SP800-90a conformant DRBG
  - DRBG Certificate: No. 82 or No. 1140
- Key-wrap Method: MER is wrapped by KEK using NIST approved key
- Key-material Destruction: Three-time overwrite of KEK
- Key Erase: Not Supported



# What is going on in the US Federal Government?

## Securing the supply chain Securing the data at rest

- No more waivers for BAA/TAA when BAA/TAA compliant products are available
- LPTA does not apply for increased cyber security= Best Value
- Leading with Seagate BAA/TAA drives gives you an advantage as a user
- Compliance is becoming a singularly important issue-

Federal Systems Integrators and their USG customers are committed to be FIPS compliant. However, FAR clause 52.255-5 and DFAR clause 252.255-7021 also mandate (BAA) compliant hardware components.



SEAGATE  
GOVERNMENT  
SOLUTIONS





SEAGATE  
GOVERNMENT  
SOLUTIONS

## Seagate Security Products

### ✓ *Why buy Seagate Security Products?*

*Seagate is the only company offering BAA/TAA compliant; FIPS 140-2 Certified AND Common Criteria certified Hard drives and Solid-state drives*

*Federal Systems Integrators and their USG customers are committed to be FIPS compliant. However, FAR clause 52.255-5 and DFAR clause 252.255-7021 also mandate (BAA) compliant hardware components.*



## ✓ *Why buy Seagate Security Products?*

### *The Trusted Seagate Advantage*

*FIPS 140-2 + BAA compliant high-performance hard drives and SSDs ensure compliance with strict government mandates while adding essential protection to some of the United States' most valuable data*

*Self-Encrypting at data speed features security algorithms that mitigate data breaches and comply with data protection regulations*

*Simplifies drive repurposing and disposal with secure erase*

*Tamper resistant drives for peace of mind if lost or stolen*

*Helps protect data-at-rest and compliance with corporate and federal data security mandates*

*Ensure data can only be accessed via authentication and quickly erased using standard command*

*Reduce supply chain risk with US-made devices that meet program requirements for "Made in America" technology*

How do I get quotes and place orders for Seagate Security products?

**Carahsoft has these products on their GSA Schedule  
These drives meet all government BAA/TAA and  
data encryption and protection requirements.**

✓ Questions?

- ✓ *What do I tell others in my organization about Seagate Security Products?*
  
- ✓ *USG/Public Sector market, being mindful of government compliance, using secure storage devices is essential. Non-compliance can be costly with fines and may result in award cancellation and potential expulsion from federal contracting. LPTA no longer applies for IT equipment when a cyber secure solution is available.*
- ✓ *Federal Systems Integrators and their USG customers are committed to be FIPS compliant. However, FAR clause 52.255-5 and DFAR clause 252.255-7021 also mandate (BAA) compliant hardware components.*

✓ **Questions?**

## Buying Seagate Security Products

***✓ What resources do I have to help me specify and procure these products?***

# Seagate TAA/FIPS Reference Card – Selling Tool Updated Quarterly



## Secure Drives from Seagate Reference Card

	Product	Common Criteria	Capacity	RPM	DWPD (Drive Writes Per Day)	Form Factor	Interface	Format	FIPS Only	TAA + FIPS	
Cloud/ Data Center	Exos E 7E2000		2 TB	7200		2.5"	SAS	512e	ST2000NX0353	ST2000NX0353-TAA	
							SAS	4KN	ST2000NX0333		
			3.5"			SAS	512N				
								SATA		ST3000NM0045	
	Exos E 7E8		3 TB			7200	3.5"	SAS	512e	ST4000NM0235	
								SATA		ST4000NM0225	
			4 TB			7200	3.5"	SAS	512N	ST4000NM0105	ST4000NM0105-TAA
								SAS		ST4000NM0135	ST4000NM0135-TAA
	6 TB	7200	3.5"	SAS	4KN	ST6000NM0255					
				SATA	512e	ST6000NM0275					
				SAS		ST6000NM0285	ST6000NM0285-TAA				
				SATA	4KN	ST6000NM0265					
	8 TB	7200	3.5"	SAS	4KN	ST8000NM0125	ST8000NM0125-TAA				
				SATA		ST8000NM0145					
				SAS	512e	ST8000NM0155	ST8000NM0155-TAA				
						ST8000NM0135	ST8000NM0135-TAA				
	Exos X10 *	✓	10 TB	7200	3.5"	SAS	512e	ST10000NM0236	ST10000NM0236-TAA		
						SATA	4KN	ST10000NM0246	ST10000NM0246-TAA		
							512e	ST10000NM0186			
	Exos X12		12 TB	7200	3.5"	SAS	512e	ST12000NM0368	ST12000NM0368-TAA		
Exos X14*	✓	14 TB	7200	3.5"	SAS	512E	ST14000NM0378	ST14000NM0378-TAA			
Exos E 10E2400 *	✓	1.8 TB	10000	2.5"	SAS	4KN/512e	ST1800MM0149	ST1800MM0149-TAA			





## Purchasing Assistance Resources

- ✓ Call or Email Bill Downer
- ✓ [Bill.downer@seagategov.com](mailto:Bill.downer@seagategov.com)
- ✓ or (703) 517-2428
- ✓ Call or Email Ian Klima
- ✓ [Ian.Klima@Carahsoft.com](mailto:Ian.Klima@Carahsoft.com)
- ✓ Or (703) 581-6729
- ✓



SEAGATE  

---

GOVERNMENT  
SOLUTIONS



Thank  
You