



• 71A Perinton Pkwy • Fairport, NY 14450 • 585-385-4750 •

Blanco Technology Group

Cambrionix has enabled Blanco and its customers to achieve faster and more secure erasures.

What The Customers Says

Andrew Kroeger, Director of Sales, Mobile, Blanco Technology Group

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We’d looked at pretty much the full line up of players, but there wasn’t anything that resonated with us or the market challenges, and none really had the intelligence behind the hardware. However, with Cambrionix the differentiator – and what makes it the smartest, most stable and most advance solution – is the hardware quality. Cambrionix isn’t just a row of ports, it is also the software intelligence that comes with its USB charge and sync technology.

The carrier trial has given Blanco the opportunity to open up and truly capitalise on its partnership with Cambrionix and change the way businesses manage mobile data erasure. Our differentiator has always been the capability of our software, but the hardware bottleneck was becoming a challenge and solution differentiation had evolved into a features game. By partnering and capitalising on our combined strengths, Blanco and Cambrionix are delivering real competitive advantages in the market.

A Quick Look

Challenges

- Increasing reliance on mobile devices for sensitive data applications
- Demand for stronger, rigorous data erasure and protection
- Standard USB hindering high-speed, process-intensive data erasure

Solution

- ThunderSync3-16
- Blanco-Cambrionix technology partnership



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Benefits

- Pilot data erasure project cuts processing time from 36 to 2 hrs (for Government-standard erasure)
- Delivers average 10 times performance improvement
- Reduces cost, space and people needed to manage data erasure operations
- Helps differentiate solutions and services, drives up competitive advantage
- Makes it easier to win business from security-conscious organisations solutions

The Story

Challenges

Blancco Technology Group is a global provider of mobile device diagnostics and secure data erasure solutions. It gives thousands of organisations rigorous defence against costly security breaches, as well as regulatory compliance verification through a 100-percent, tamper-proof audit trail. Blancco solutions have been approved and recommended by 18 governing bodies around the world.

But a limiting factor for mobile device erasure has been a hardware bottleneck – the speed at which devices connect to a host and process data erasure and auditing. With multiple devices connected via standard USB, performance often deteriorates. As mobile device use has increased, there has been growing demand for data protection and the ability to scale up and deliver faster and more robust data security services.

The issue was highlighted when a leading US carrier approached Blancco to help manage mobile devices for a US government department. Used devices were coming into the carrier, but because of rigorous security standards and slow data wipe processes, they were often being stockpiled.

For US government organizations, recycled devices must meet a DoD 5220 22M security standard – a three-pass US Department of Defense class erasure. But performing this via a standard USB connection took too long.

Solution

Blancco decided to run a pilot project to help the carrier solve the problem and was looking for a hardware partner. Blancco was already aware of Cambrionix's ThunderSync technology and was recommending it to its customers – as part of a best of breed solution. Cambrionix was also developing a good reputation within Blancco and its customers, so it decided to collaborate with Cambrionix for the pilot.

Blancco was an early adopter of the Cambrionix Thunderbolt 3 products and trialed pre-production prototypes in its workflow. The trial, which involved four, 16-Port ThunderSync 3 hubs, proved to be a great success, and Blancco is now developing a full-scale solution for carriers and customers demanding increased throughput and security.

Benefits

The Cambrionix technology is helping Blancco and its customers achieve a significant improvement in data erasure performance and protection against security breaches.

In many cases, Blancco and Cambrionix solutions are delivering a huge improvement in processing time. For example, a standard USB hub connected to 20 devices can take up to 36 hours to perform a secure, 3-pass erasure; however, the carrier trial showed that the Cambrionix ThunderSync can perform the same operation in just two hours. Cambrionix hubs achieve up to ten times faster erasure processing speeds, along with increased productivity and efficiency. Better optimisation and fewer people needed to manage erasure processes is delivering large cost savings, especially when handling high volumes of devices.

