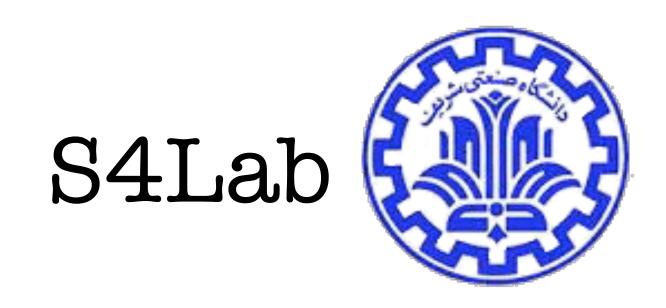
#### CE876 - Information Security Mng. & Eng.

Lecture 9: Open Source & DRM Issues

Seyedeh Atefeh Musavi / Mehdi Kharrazi Department of Computer Engineering Sharif University of Technology Spring 1400

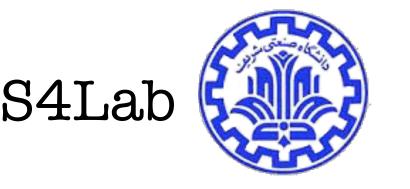


Acknowledgments: Some of the slides are fully or partially obtained from other sources. A reference is noted on the bottom of each slide to acknowledge the full slide or partial slide content.

## Agenda



- Philosophical view to open source
- Open source projects ecosystem
- Open source policies for enterprises
- DRM policies



#### Philosophical view to open source

Incorporating the digital commons: corporate involvement in free and open source software. Birkinbine, B., University of Westminster Press, 2020.

#### The story starts with a cancer!



[Linux and its GNU GPL license is] "a cancer that attaches itself in an intellectual property sense to everything it touches"

Steve Ballmer, Chief Operating Officer, Microsoft, 2001.



### But a bizarre report after!



- In March of 2012, The Linux Foundation released a report entitled, 'Linux Kernel Development: How Fast it is Going, Who is Doing It, What They are Doing, and Who is Sponsoring It'.
- The authors included a curious note in the report's highlights:
  - Microsoft was one of the top 20 contributors to the kernel.
  - But not the only corporation in the top 20.
    - Intel, IBM, Google, Texas Instruments, Cisco, Hewlett-Packard, and Samsung, etc.
- Why, then, would major corporations contribute directly to a FLOSS project, especially when that project seemingly does not directly contribute to corporate profits?



## How to analyze FLOSS behaviors of giants



#### Microsoft: we were wrong about open source

Microsoft has embraced open source and even Linux in recent years

By Tom Warren | @tomwarren | May 18, 2020, 8:26am EDT

- So why Free/Libre and Open Source Software (FLOSS) in giants?
- To follow the reason of this paradoxical behavior! In todays companies we need to realize the FLOSS in depth.
- Such a paradox has its root in the history and philosophy of FLOSS.
- Two different movements has been integrated which are free software and open source software.
- While the former was anti-capitalists, the later was not.
- So integration of the two results in a new philosophical creature.

#### Philosophy for free in GNU GPL



- There was a programming language called Unix, the intellectual property rights for which were owned by AT&T.
- One of the programmers working at MIT was Richard Stallman
- When he wanted to work with the Unix programming language outside of officially sanctioned spheres, he was denied access to the code by AT&T.
- In protest, he posted messages to computer-based bulletin boards in 1983 announcing that he was developing a Unix-based language that would be available for free so that others could use the language however they saw fit.
- In 1985, Stallman published 'The GNU Manifesto', which outlined the goals of his new project.
- Stallman became the figurehead of the movement against proprietary software.
- He viewed access to source code as a fundamental right, which he wanted others to believe in as well.
- Positioning free software as a moral right.



## Philosophy of open-ness



- While Stallman is generally considered to be the figurehead of the free software movement, open source software is generally associated with Linus Torvalds.
- Free software had not yet found a way to coordinate efforts on a larger scale.
- Torvalds wanted to work on kernel development for an open-source operating system.
- Rather than relying on numerous programmers all working independently on such a task, Torvalds released the source code for his project, which he was calling 'Linux', a portmanteau of his name, Linus.
- Torvalds suggested that anyone who was interested in contributing to such a
  project was encouraged to do so, if they released their work back to the
  community so that others could progressively work toward.
- The rationale was that coordinated efforts reduce the amount of redundant work, which was summed up in the adage 'with many eyes, all bugs are shallow', which Eric Raymond refers to as 'Linus's Law.



#### Open source software's dialectic



- Contradictory relationship between FLOSS communities and for-profit corporations.
- Free and open source software is dialectically situated between capital and the commons.
- A virtuous cycle whereby an association of software programmers actively contribute to a community that claims collective ownership over FLOSS projects.
- On the other hand, capital attempts to capture the value being produced by floss communities.
- This is not to say that the goals of the free software commoners and capitalist firms are always antagonistic.
- Commercial sponsorship of FLOSS projects tends to ensures the project's longevity
- However, we also have other examples of these relationships breaking down, particularly when it concerns the unwanted encroachment of capital upon commonly held resources like the digital commons.

#### FLOSS is the new creature

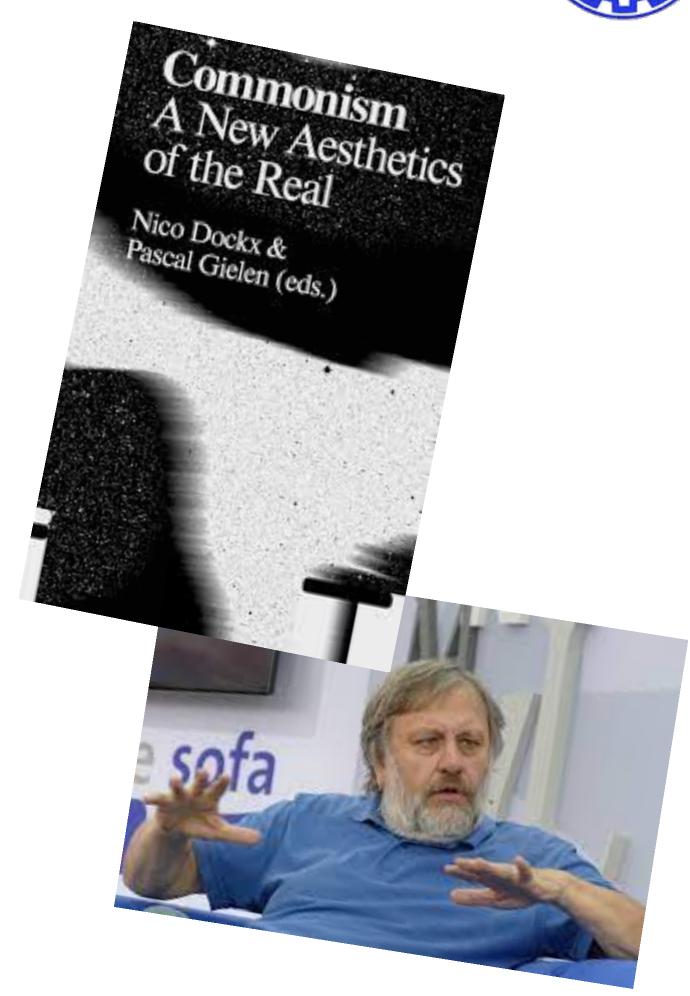


- How, then, to negotiate the relationship between their digital commons and the unwanted intrusion by capital into their projects?
- The commons, generally, and the digital commons, more specifically, can be understood as an alternative system of value that is emerging from within capitalism.
- At times, circuits of commons value can intersect with capital accumulation circuits.
- In continue we would see how this creature is used in today's enterprises?

## That's about commonism, not exactly the communism



- After half a century of neoliberalism, a new radical, practice-based ideology is making its way from the margins: commonism.
- It is based on the values of sharing, common (intellectual) ownership and new social co-operations.
- Commoners assert that social relationships can replace money (contract) relationships.
- They advocate solidarity and they trust in peer-topeer relationships to develop new ways of production.





#### Open source projects ecosystem

A Preliminary Theory for Open-Source Ecosystem Microeconomics, Jullien, N., Stol, K. J., & Herbsleb, J. D., In *Towards Engineering Free/Libre Open Source Software (FLOSS) Ecosystems for Impact and Sustainability*, 2019.

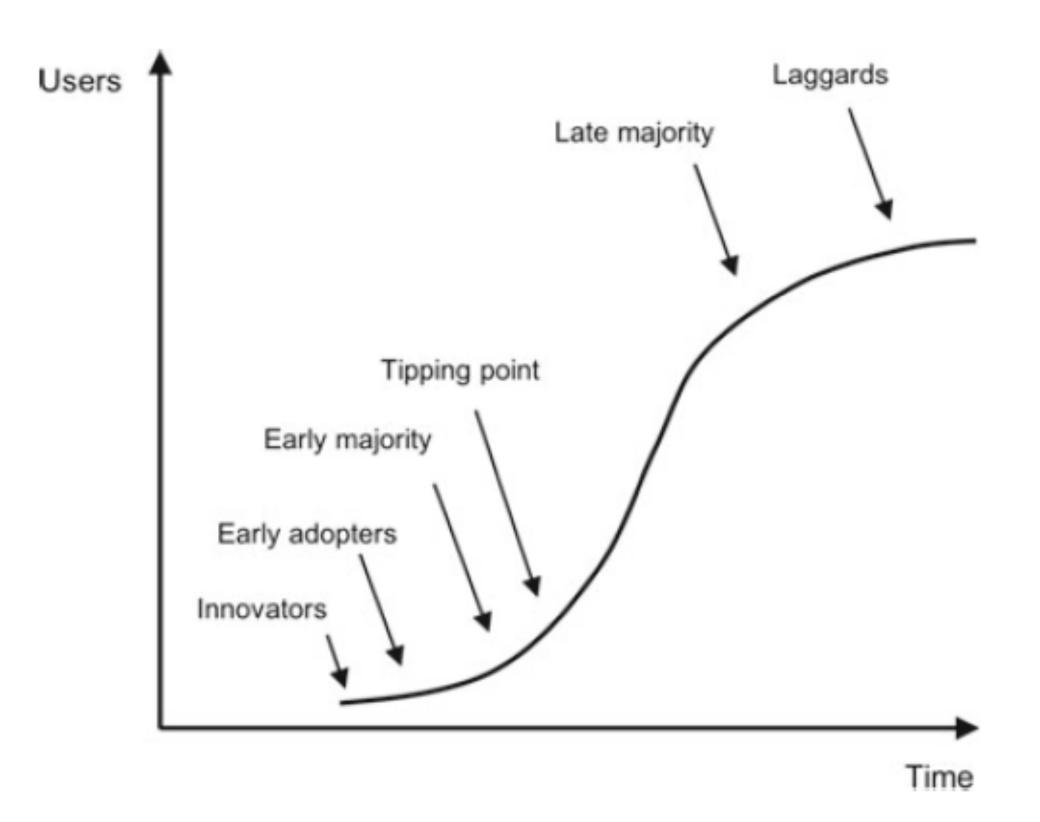
## The Three Stages of an Open-Source Project



Phase 1: The User-Innovator Phase

Phase 2: Blossoming or Fading

Phase 3: Maturity and Beyond



[A Preliminary Theory for Open-Source Ecosystem Microeconomics, Jullien, N., et al., In Towards Engineering Free/Libre Open Source Software (FLOSS) Ecosystems for Impact and Sustainability, 2019.]

## Three categories of early stage FLOSS projects



- The first category represents the "traditional" FLOSS project, started by one or a few individuals to "scratch an itch".
  - A key characteristic of this type of FLOSS project is that they are solutions developed by individuals to solve a personal computing problem.
- The second category of FLOSS projects is formerly proprietary software that has been open sourced, such as Netscape's web browser.
  - The reasons for open sourcing may vary:
    - A company no longer wants to spend resources on maintaining the software.
    - Increase market share, which will also change the business model around the product (e.g., services around the product)
    - A company seeks collaboration in the development of complementary assets
- The third category is that of the so-called "planned" FLOSS projects, typically driven by one or a consortium of companies.
  - One well-known and recent example of this is OpenStack

#### Early-stage FLOSS projects propositions



- Attract developers that perceive the project to be of very high personal value (i.e., It solves a personal problem), and who have low entry barriers to participate (i.e., Highly skilled, strong motivation, sufficient time to participate).
- Projects that offer value beyond "personal interest" will attract a more diverse group of stakeholders than the initial developers.
- The popularity of an early-stage floss project depends on the popularity of the technology the project is written in.

#### Attracting a corporation on phase 1



- Projects that offer considerable potential business value will attract corporate investment if the project's value proposition is compatible with the company's strategy.
- If a software component is not critical for the core business of a company, and has a potential of evolution, the company will favor an open-source strategy to share the cost of development.
- If a software component is critical for the core business of a company, and has a high potential of evolution, an open-source strategy will be considered if and only if the technical structure of the software allows the company to keep some strategic components closed while open-sourcing the standard part to benefit from the innovative dynamic of the community.

#### Phase 2



- As adoption grows, development resources tend to flow into the project, for several distinct reasons.
  - Volunteers are drawn by the increasing visibility and reputation enhancing potential of contributions to the project.
  - Companies are drawn by the high potential, but not yet fully realized, of the project for their business—at this relatively early stage, companies may be able to exert some level of control and shape the project.
- These developers who may have less time and skills than the original core developers, leading to an increased development velocity of the project.
- Sustainable open-source projects are those which succeed in
  - 1. Structuring their architecture and their organization around modules managed by small teams.
  - 2. Orchestrating the coordination of the different modules/teams.

#### Phase 3

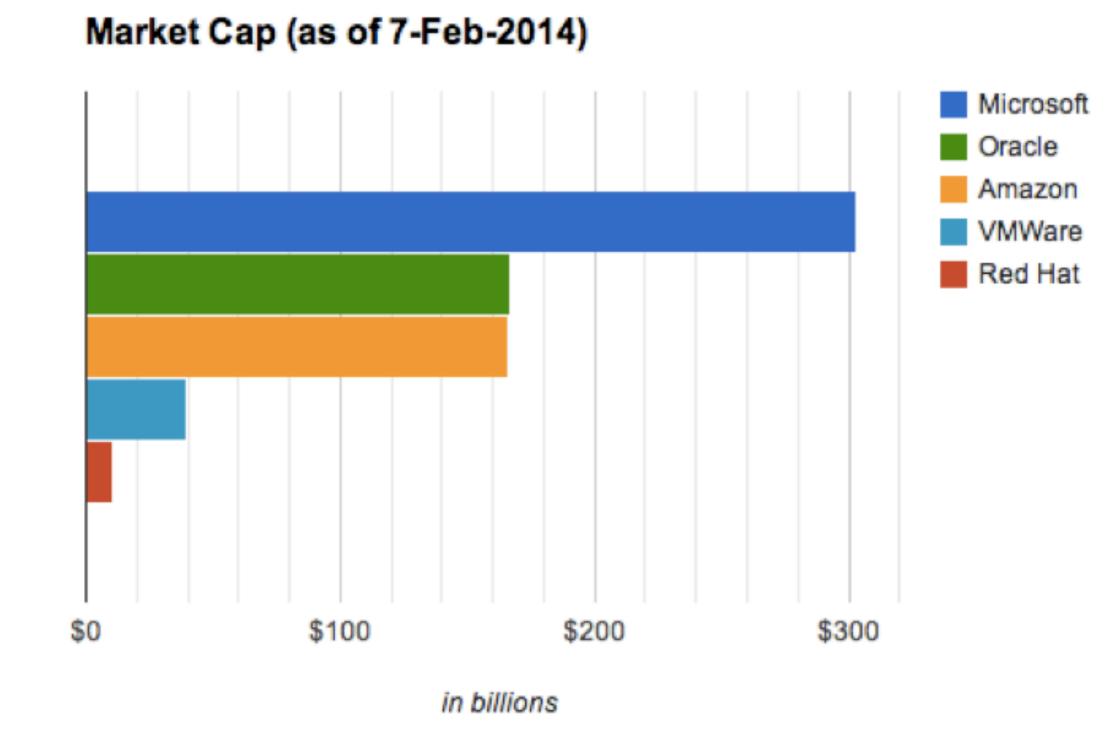


- Projects that are stable in terms of the number of features added/removed will lose developers over time as there is a decreasing amount of work left on the project.
- Mature FLOSS projects tend to become more bureaucratic and rigid in terms of processes and procedures.
- Companies that no longer perceive a project to be of business value will stop investing in that project.
- The continuance of external perturbations leads to continued project activity, even when there is no improvement in terms of functionalities.
- A project's core members are the last to abandon a project (they are the most attached to the project), and the peripheral ones the first.

#### The business model



- The success or failure of open source is not the software itself – it's definitely up to the tasks required of it – but in the underlying business model.
- We will see four famous business models for open source projects.



## Open-Core



- In the late 90s and early 2000s, the open-core model was viewed with suspicion.
  - Developers worried that companies building commercial products on-top of open source cores would seek to weaken the open source product to make the commercial offering more attractive.
- Over the last decade this has changed significantly, as we've seen countless commercial open-source companies prove to be good stewards of their opensource projects.
- Starting to see design patterns emerge for open-core companies, where their commercial offering complement rather than conflict with the open-core.
  - Ease-of-use pattern: SaaS, UX, Collaboration tools
  - Enterprise pattern: Scalability, Security, Management and Integrations
  - Solutions pattern: Use-case specific functionality

## Open-core (2)



- It is important for the community to not feel that essential functionality is being held back from the core product.
  - For most successful open-core companies their customers represent only a small percentage of their overall users.
  - Ensuring the success of the open source product is key to the success of the commercial offering.
- Open-core is now the dominant model for recent open source success stories, including the likes of Confluent, Elastic, and Github.

## Dual-licensing



- Dual-licensing can be seen as open-core licensing support.
- Usually refers to licensing software under both a proprietary license and an open source license, typically the GPL.
- While this may seem like a conflicting approach, it has become a popular means by which licensors gain the economic benefits associated with commercial licensing while leveraging the community benefits associated with open source licensing.
- It is about distributing the same software under two different license forms:
  - A version subject to a proprietary license (which may come with the right to further develop and commercially distribute that software and with licensor technical support and added features).
  - A version licensed under, and subject to, the restrictions and obligations of an open source license, such as the GPL.

### Dual license example



- Oracle's MySQL database management system.
- MySQL under a proprietary (OEM style) license for licensees who want to create and commercially distribute proprietary derivative works incorporating MySQL
- MySQL under the GPL for licensees who simply want to use the software or who want to incorporate MySQL into a product to be later distributed likewise under the GPL.
- Artifex Software, Inc. ("Artifex") and Hancom controversy.

### Professional Services (ProServ)



- Early open-source models often built on professional services, with companies paying for support and consultancy.
  - While a number of companies have got to scale with this model, it has not been without significant challenges.
- The margins with professional services are also much thinner than those for product-based companies.
- Services revenue is often highly-unpredictable and requires significant scaling of head-count which can leaves companies exposed when revenues shift.
- While there are a few companies like Hortonworks (pre-Cloudera acquisition)
  that still have significant revenue via the pure-support subscription model,
  support is now something that's typically bundled with additional product
  offerings due to the lack of defensibility.

## Hosting



- In the last decade hosting has become a common offering from open source companies, especially in the data space.
- Enabling end-users to use infrastructure components in a similar way to SaaS offerings without having to be concerned with the operational overhead of managing the infrastructure.
- While public open-source companies have generally avoided disclosing margins explicitly for their hosted services, it is estimated to be ~40-65%.
- This places it above services margin but lower than the typical product margin.

## Hosting(2)



- In recent years cloud hosting providers, most notably AWS have started to offer managed hosting solutions for common open source packages, further squeezing the margins for open source companies.
- This resulted in a number of open-source products such as Redis and MongoDB changing their licenses to prevent such competition from cloud vendors.
- The other strategy, chosen by companies such Confluent and Elastic, has been to exclusively offer features in their hosted services that aren't available in the open-core, creating a blended hosting/open-core model.
- It's also worth noting that while hosting is often a significant (\$100m+) revenue stream for these businesses, it's often the secondary revenue generator rather than the primary.

### Marketplaces



- While often overlooked, the largest commercial success story in open source is Android.
- Mozilla similarly generates the bulk of their \$500m annual revenue by providing lead generation to search engines.
- While it's still a relatively rare model, being an intermediary between different parties that interact with your product is a model that open source startups are increasingly exploring, and we're likely to see a number of additional open source companies built on this model over the next decade.

#### What left?



- There is some thing else which is more consistent with our first impression of non-profit view on open source project.
- What's it?

#### What left?



- There is some thing else which is more consistent with our first impression of non-profit view on open source project.
- What's it?
- Absent from this list is the "donation-ware," or "pay-what-you-want," model for generating revenue. No large open source company has successfully survived solely on donations.

#### Open Source Business Models Compared

@imranghory / Blossom Capital



	Open-Core	Proserv	Hosting	Marketplace
Margins	>80%	20% - 40%	40% - 70%	>60%
Defensibility	High	Low	Low	High
Scalability	High	Medium	Medium	High
Examples	confluent	HORTONWORKS	mongoDB.  wpengine	android 🔼 moz://a
			The Occurr	to of Cusposeful Open Course

The Secrets of Successful Open Source Business Models, Imran Ghory, Medium, 2020

#### Combinational or new models

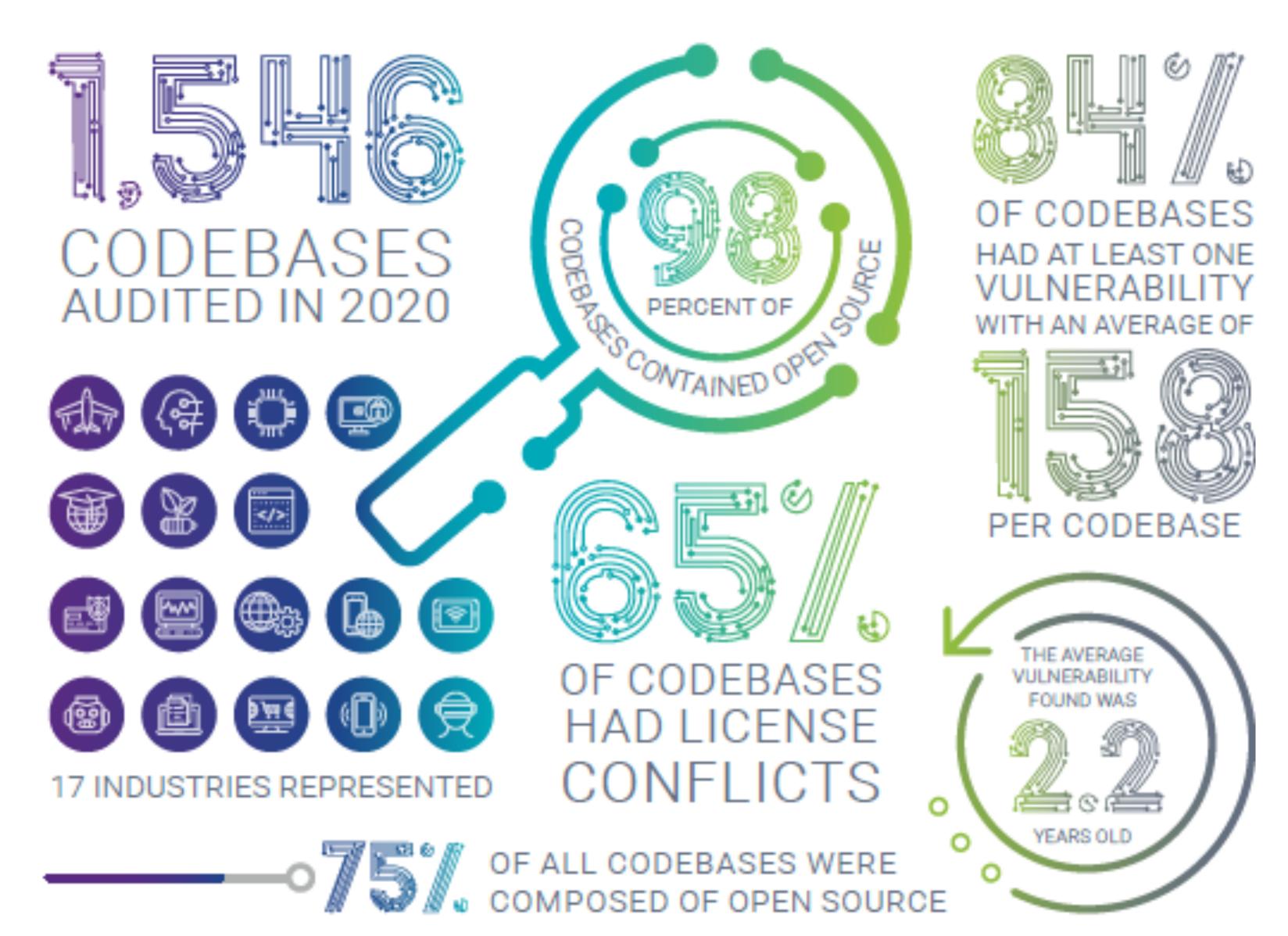


 In some cases none of these models might be suitable, and you might need to innovate a unique commercial model for what you are building.
 You shouldn't be afraid the explore alternatives, and use the above as a framework for evaluating how well a model may scale.



#### Open source policies for the enterprise





## Why Are Companies and Governments Turning to Open Source?



- Multiplying the company's investment
  - "The smartest people in every field are never in your own company."
  - At best, an ecosystem of innovation will grow up around an open project.
     E.g. GeoNode project study.
- Benefiting from the most recent advances.
  - Your data scientists will want implementations of the best and most up-todate algorithms, and these implementations will usually be open source.
- Spreading knowledge of the software
  - When the code is open—and especially when a robust community grows up around it—adoption is broader.
  - More people throughout the industry understanding the code and the contribution process.

# Why Are Companies and Governments Turning to Open Source? (con't)



- Increasing the developer base.
  - A larger pool of talented developers from which the company can hire to work on the code and related projects.
- Upgrading internal developer skills.
  - Developers already recognize that the best way to learn good coding skills is to work on an open source project because they can study the practices of the top coders in the field.
- Building reputation
  - Most people want to work for organizations they can boast about.
- Faster startup of new companies and projects.
  - Working with a community, both on existing software and on your own innovations, saves you time and lets you focus limited employee time on critical competitive parts of your product.

### OSS at nation-wide regulations



- Many governments have launched major open source policies and initiatives.
- Some have committed to an "open source first" strategy,
  - requiring vendors as well as internal developers to use open source licenses and practices wherever possible.
- Governments are realizing that each agency's needs are similar to other agencies, around the nation and around the world.
- The investment made by one agency can save money for all the rest.
- Open source collaboration also opens opportunities for smaller companies, citizen developers, and nonprofits to contribute to innovation in government services.
- Finally, the software creates a common standard that fosters interoperability for many kinds of development.

### What about enterprise secrets?



- Trade secrets and confidential business plans can coexist with open source engagement.
- If even the US national security agency and UK government communications headquarters can use open source software, you can, too.

## Open source program office

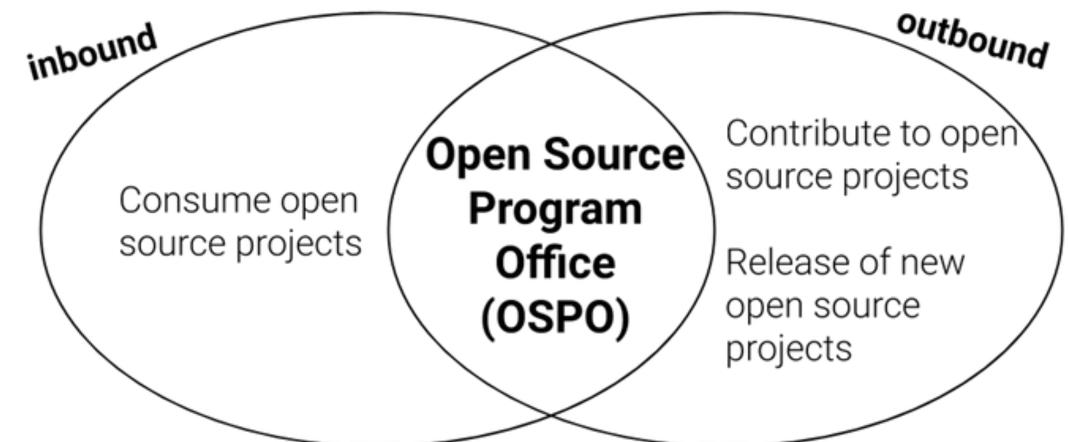


- Companies create Open Source Program Offices (OSPO) to manage their relationship with the open source ecosystems they depend on.
- By understanding the company's open source ecosystem, an OSPO is able to maximize the company's return on investment and reduce the risks of consuming, contributing to, and releasing open source software.
- Additionally, since the company depends on its open source ecosystem, ensuring its health and sustainability shall ensure the company's health, sustainable growth, and evolution.

## Open source program office



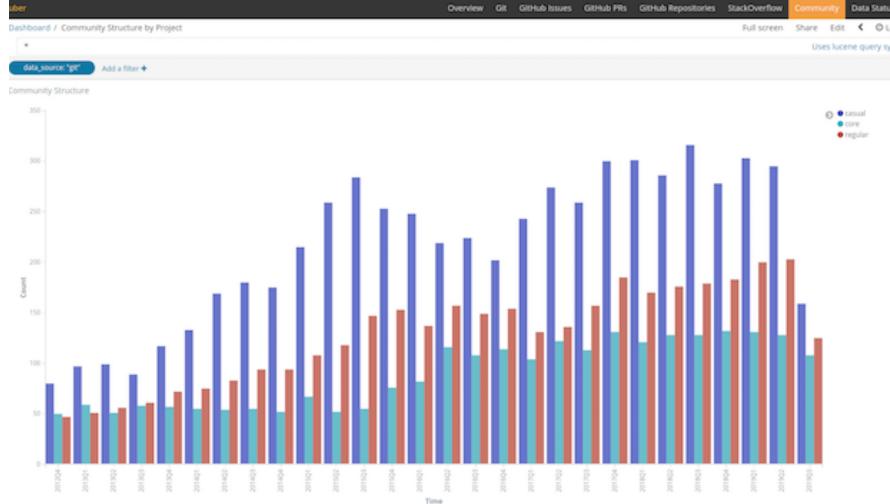
- Some companies contribute to existing OSS projects.
  - That contribution could be part of the company's requirements for their solutions that need certain fixes in upstream projects.
  - For example, Samsung contributes to certain graphics-related projects to ensure its hardware has software support once it gets into the market.
  - In some other cases, contributing to OSS is a mechanism to retain talent by allowing the people to contribute to projects different from their daily work.
- Some companies release their own open source projects as an outbound OSS process.
  - For companies like Red Hat or GitLab, it would be expected. But, there are increasingly more nonsoftware companies releasing a lot of OSS, like Lyft...



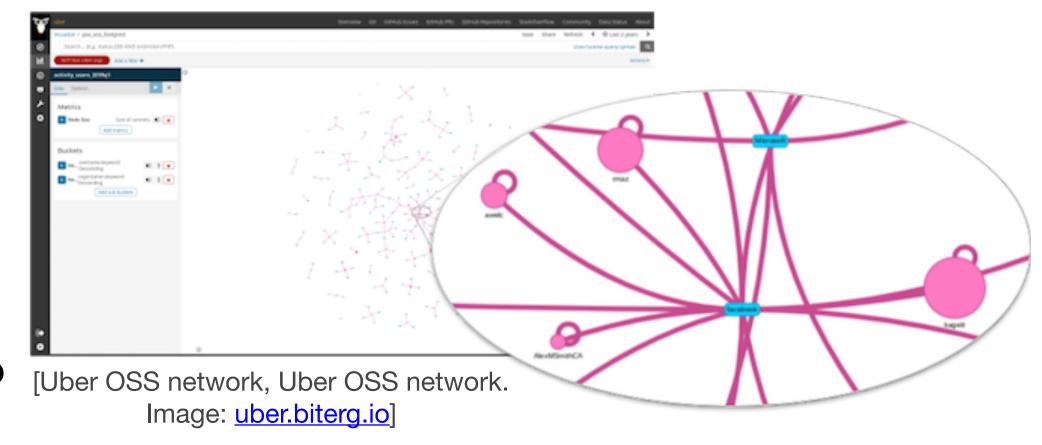
# OSPO managers

- OSPO managers need to report a lot of information to the rest of the company to answer many questions related to their OSS inbound and outbound processes, i.e.:
  - Which projects are we using in our organization?
  - What's the health of those projects?
  - Who are the key people in those projects?
  - Which projects are we contributing to?
  - Which projects are we releasing?
  - How are we dealing with community contributions? Who are the key contributors?





[Uber OSS code core, regular, and casual contributors evolution. Image: <u>uber.biterg.io</u>]



# OSPO community



- The TODO Group is "an open group of companies who want to collaborate on practices, tools, and other ways to run successful and effective open source projects and programs."
  - For example, they have a complete set of guides with best practices for and from companies running OSPOS.
- The CHAOSS (Community Health Analytics for Open Source Software) community develops metrics, methodologies, and software for managing open source project health and sustainability.

#### The principle "community before code"



- If you have great code and a dysfunctional community, people will leave and the code will atrophy.
- If you have dysfunctional code but a great community, people will improve the code.
- That observation extends to the culture of your own company, where it becomes crucial to create a community among developers from different teams and let them work productively in the larger project community.
- You may need new structures to adopt this culture.

# Why OSS Policies are a Must To Avoid Legal Risk (Tainting)



- Perhaps the biggest risk in using OSS is that it may impact proprietary software, including the potential requirement to make the source code for that software available to others.
- This is often referred to as OSS "tainting" of proprietary software.
- There is a growing trend in the enforcement of OSS license compliance.
   The trend is a movement from enforcement by OSS advocacy groups (such as the Free Software Foundation or the Software Freedom Law Center) to enforcement by commercial entities against other companies.

# Why OSS Policies are a Must To Avoid Legal Risk (OSS Concerns with SaaS)



- Under the GPL licenses, and many other OSS licenses, obligations that can result in tainting are triggered when software that contains or is derived from the GPL code is distributed.
- However, a growing number of OSS licenses (e.g., the Affero GPL license) include obligations that are triggered when such software is accessed by a third party over a network.
- For these "network access" licenses, obligations may be triggered by running OSS in a cloud or SaaS deployment, even if such OSS is not actually distributed.
- Due to the fact that with most cloud-based deployments the software is not distributed, many developers are lulled into a false sense of security that there are no OSS implications with such deployments.
- The reality is there are a growing number of OSS licenses that have significant legal implications, even when the OSS is not distributed, but accessed over a network.

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# Why OSS Policies are a Must To Avoid Legal Risk (New Use Cases)



- Legal ramifications of using OSS under any particular license depends on the use case.
- Typically, running OSS internally within an organization, without distribution or third party access, imposes few if any legal obligations. Often, these uses are routinely approved by OSS policies.
- Future business plans may change this use. The OSS may later be packaged and distributed (e.g., white-labelled) or the OSS may be used to run an online service for third parties.
  - A change in use case may trigger different legal obligations depending on the terms of the relevant OSS license.
  - These future uses may cause problems if the OSS legal issues are not analyzed as this shift in business strategy occurs.
- If there is no policy in place to revisit the suitability of OSS as use cases change, unintended consequences can result.

# Why OSS Policies are a Must To Avoid Legal Risk (Patent Issues With Open Source Licenses)



- Significant patent issues can arise with OSS licenses.
- Many OSS licenses include express patent license grants and some arguably trigger an implied license.
- Certain OSS licenses require that you grant others a patent license relating to the use of certain OSS Components, any modifications you make and/or software in which the OSS components are included. In some cases, the license extends only to the OSS Component and/or modifications.
- In other cases, it can extend more broadly to software that includes the OSS component. Some patent license grants cover existing patents, but some also cover future acquired patents.
- Certain OSS licenses seek to deter a licensee from asserting certain patent infringement claims relating to the use of the OSS components by terminating the licensee's rights to use the OSS if it makes such an assertion.

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• These provisions are often referred to as patent retaliation clauses.

#### Security in open source ecosystem



- What do you think about open source code security?
- Is it more secure than the closed source one? why?

#### Security in open source ecosystem



There are paradoxical facts about this!

Let's see some.

Closed source is more secure because	Open source is more secure because	
There is a specific team working on it	No one knows about the black box	
No responsibility of open source codes	Peer-reviewed code model	
Fast patch	Did they really patch it? Correct safe patch?	

#### Overall observed vulnerabilities



- All codes are written by human developers! With same probability of vulnerability.
- In an empirical study, no significant difference between the severity of vulnerabilities in open source and closed source software.
- So the problem is not which is better!
  - As many companies use both of them simultaneously.

Application type	Product	#vuln	MTBVD [days]	Development of vulnerabili
				Curve shape
Browser	Internet Explorer 7	74	13.29	Linear
	Firefox 2	167	5.16	Linear
Email client	MS Outlook Express 6	23	120.73	Linear
	Thunderbird 1	110	13.79	S-shape, then strong increase
Web	IIS 5	83	40.90	Piecewise linear
server	Apache2	80	40.63	Linear
Office	MS Office 2003	99	19.22	S-shape, then strong increase
	OpenOffice 2	19	63.16	Linear
Operating	Windows 2000	385	9.35	Linear
system	Windows XP	297	8.97	Linear
	MAC OSX	300	4.64	Linear
	Red Hat Enter-	54 +284 <sup>2)</sup>	4.32	Linear
	prise Linux 4 <sup>1)</sup>	=338		
	Debian 3.1 <sup>1)</sup>	22 +244 <sup>2)</sup>	5.02	linear
		=266		
Database	mySQL 5	33	46.00	linear
Management	PostgreSQL 8	25	58.96	linear
System	Oracle 10g	63	29.72	S-shape, then strong increase
	DB2 v8	13	136.38	linear

# How do you use it?



- If you as an enterprise are using open source, it has the tendency to be more secure, as the code is visible.
  - You have a pure code, with fewer/less documentation and quality assurance processes.
  - If you find a Vulnerability in the code, there would be no responsible man to patch it.
- You should have your own security program for such open codes.
  - You can use third party composition analysis and security scanners, but this only check the code against known vulnerability.
  - Bring the code into your SDLC security checks, including: code review, security tests, and etc.
  - Establish an open source policy with the right scope that uses an enforceability instrument.
  - Create a risk profile for open source software (OSS).
  - Perform performance tuning, and etc.

[6 ways to secure open source in enterprise, Gilles Gravier and Reza Alavi, Wipro, 2020]

#### Scalability of using open source codes



- In an enterprise environment, the sheer volume of machines makes any change in operating systems and applications a costly and time consuming undertaking
- Whether you're switching to open source for servers, the desktop, applications, or all of the above, you should first test all of the new software thoroughly in a lab environment and then run a pilot program with one department or group of users before rolling out the change on a large scale
- Technical support may not be provided by the vendor, or may cost extra.
  - Also commercial distributions of open source products that do include tech support, but their cost is not zero and may even approach or exceed that of proprietary software
- Also administrative overhead may be also greater.



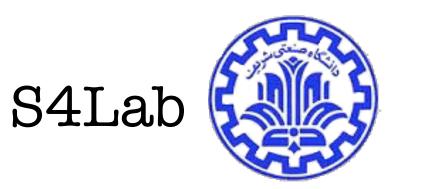
### Data exfiltration

# Enterprise data exfiltration



- There are different vectors:
  - Insiders are most likely to cause data exfiltration, with different intents.
  - Data leaks, as the result of a cyber attack can be another vector.
    - Direct information retrieval.
    - Reverse information retrieval (i.e. side channel attacks).
  - Third party leaks: leaks in one of the partners, customers, etc.
    - E.g. cloud provider, external email
  - Physical theft/attack
    - When equipment are in the enterprise or in a recycling procedure of physical assets

## Enterprise data exfiltration(2)



- There are also some legal exfiltration channels!
- Can you name some?

# Enterprise data exfiltration(2)



- There are also some legal exfiltration channels!
  - Inappropriate contracts may also result in legal information exfiltration from the enterprise
  - Any change in protective regulation (e.g. DRM-related or data protection regulations)

#### Which insiders can be a threat?



#### **Insider Threat Drivers**

#### **Malicious Intent**

Employees who intentionally abuse their privileged access to inflict damage on their organization or co-workers

#### Complacency

Employees whose lax approach to policies, procedures, and information security exposes the organization to external risks

#### Ignorance

Employees whose lack of awareness of organizations security policy, procedures, and protocols exposes the organization to external risks

#### Strategies against insider threats



- Preventative:
  - Predict who might launch an attack, based upon extensive psychological and sociological analysis.
  - Identify potential places vulnerable to insiders.
  - Policies/guidelines/best-practices/...
- Threat detection:
  - When an insider attack has taken place.
    - or that an attack is currently taking place.
  - Use deception techniques (e.g. decoy docs).
- Attempt to compensate for the negative effects of an insider attack.

# The Digital Millennium Copyright Act (DMCA)



- Two main sections that have been a source of particular controversy since they went into effect in 2000.
- The "anti-circumvention" provisions (sections 1201 et seq. of the Copyright Act) bar circumvention of access controls and technical protection measures.
- The "safe harbor" provisions (section 512) protect service providers who
  meet certain conditions from monetary damages for the infringing
  activities of their users and other third parties on the net.

## Extensive DRM usage



- Industry has expanded the usage of DRM to more traditional hardware products:
  - Keurig's coffeemakers
  - Philips' light bulbs
  - Mobile device power chargers
  - John Deere's tractors!
    - For instance, tractor companies try to prevent farmers from making DIY repairs under the usage of DRM-laws such as DMCA.

Information Security Eng. & Mng.

### Enterprise use-cases of DRM



- You could make sure that price list was only shared with your customers, blocking them from sending it on to your competitors and automatically blocking it at the end of the quarter when you come out with new prices.
- You could share specifications with several vendors in your supply chain during a bidding process and then block everyone but the winning vendor from opening the document after the contract is finalized.
- You can make sure that contractors aren't working from out of date plans by making the old plan expire when there's an update.
- Tracking and visibility is useful for compliance as well as security:
  - You could track how many people had opened the latest version of the employee handbook.
  - See that a document you'd shared with a small team was being actually read by hundreds of people.

### Enterprise use-cases of DRM



- You don't have to be the NSA to suffer from insider attacks.
- Early this year U.K. media regulator Ofcom discovered that a former employee had downloaded six years' worth of data about TV broadcasters before leaving, and promptly offered it to their new employer, a rival broadcaster.
- With rights management, Ofcom could have made those documents worthless because once the employee left, they would have lost their rights to open the documents – and they could have been blocked from printing them or copying the contents as well.

#### EDRM



- EDRM is the DRM deployment in the context of enterprises.
- Concerned with protection of enterprise digital assets (files, multi-media, IPs, financial data, etc.)
- A combination of identity and access management and encryption.
- EDRM-protected content is encrypted and coupled with a protection policy that specifies permissions for different users and user groups, such as view, edit, download, print, save or forward.
- The protection granularity is solution- and vendor-specific, and ranges from protecting a document library or a folder, a single file, to only protecting a confidential part of a file.

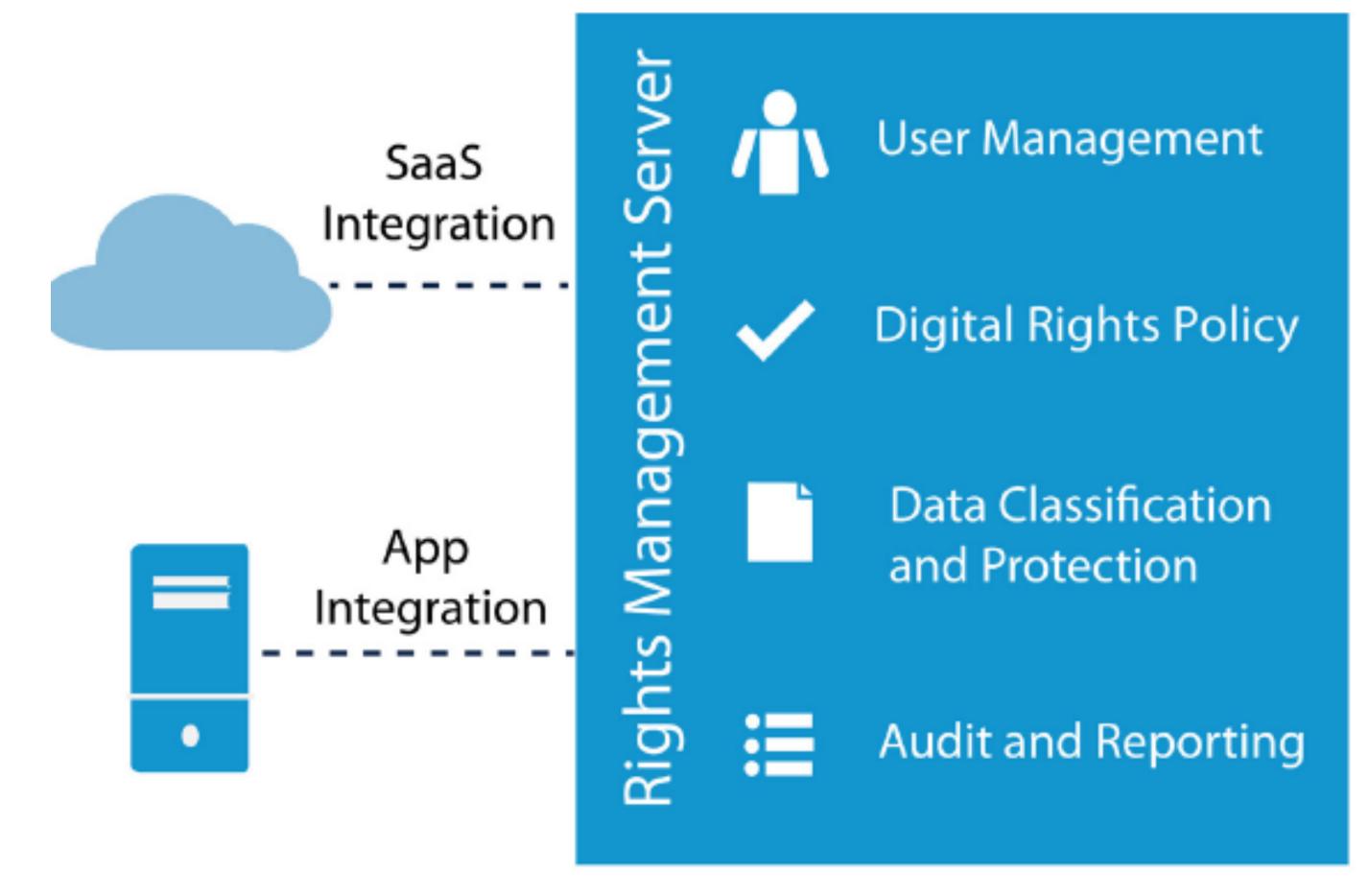
#### EDRM

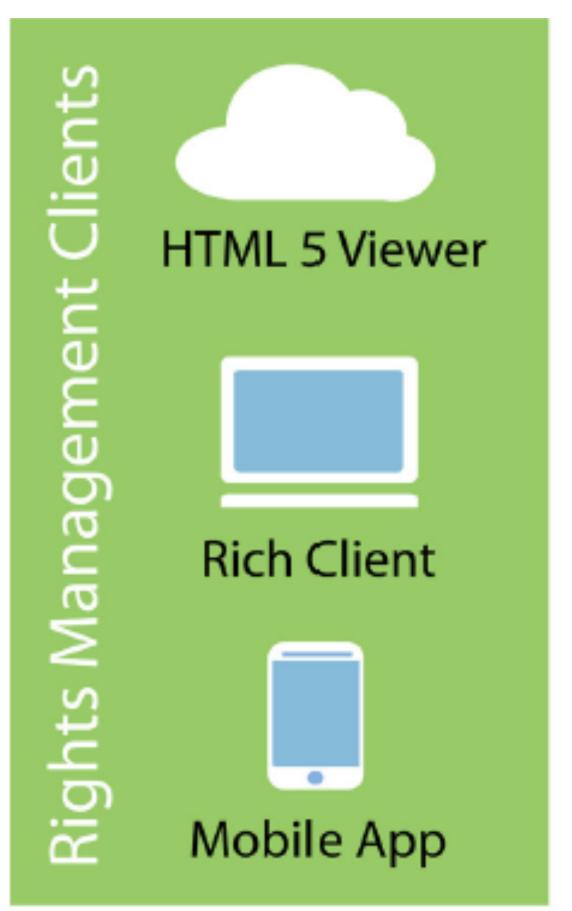


- The traditional way of protecting data focuses on control.
  - Control over networks ('We have locked the data away in the data center')
  - Control over devices ('We have enabled AES-256 encryption on all mobiles and encrypted the full disks on Windows')
  - Apps ('Everyone uses our container solutions')
  - Control over services ('We only give authorized people access to the application')
  - You had a perimeter once
    - Over the years you've punched a lot of holes in that wall.
- Identity-bound data protection
  - You encrypt the file so that only the right person has access to it.

# An example









# QA