



Encryption Products - Canada

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Overview

Information technology has changed the way people and businesses alike handle and protect data in everyday life. All of the information generated and processed through any source of IT has become vulnerable to either loss or misuse. These developments can have serious, adverse consequences for businesses. Therefore, data security has become a major concern for Canadian IT companies and/or corporate IT departments.

Encryption products allow companies to protect confidential data and to defend sensitive customer and business information against unwanted intruders (hackers). A security breach for a company could lead to one of several negative outcomes, including harm done to the corporate image, burdensome costs to retrieve lost data, and/or penalties for failing to comply with government regulations.

The latest trend in this area is encryption platforms that enable organizations to deploy and manage multiple encryption applications such as mobile devices, file servers, e-mails, and backups from a single console. This platform approach offers multiple benefits, including the elimination of repetitive administrative tasks, the reduction of operational costs, the addition of encryption applications as needed and consistent policy enforcement across applications.

Currently, Canadian cryptography policy is under review to ensure that it strikes an appropriate balance between business and privacy interests, human rights, public safety, law enforcement and national security interests. Currently, Canada has no restrictions on the importation and domestic use of cryptography. Moreover, Canada and the U.S. have similar cryptography software export policies, which are used to control the product's export. Both countries have implemented these controls within limits of the International Wassenaar Arrangement. This does not appear to represent a trade barrier between the United States and Canada.

Implications and opportunities for U.S. firms

Canada is a leader in the use of IT products and IT infrastructure. This represents an excellent opportunity for American firms that produce encryption technology. There is a growing need to protect data from intruders, and this is forcing companies to develop an encryption strategy as part of their overall security program. American firms with encryption products that can successfully meet a Canadian organization's needs may access this market without encountering any trade barriers.

For More Information

For additional information regarding this report, or related opportunities in this sector, please contact Viktoria Palfi at viktoria.palfi@mail.doc.gov and/or phone (416) 595 5412 ext. 229.

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Information Sources for this Report

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6. http://www.ic.gc.ca/epic/site/ecic-ceac.nsf/en/h_gv00085e.html
7. PGP Product & Network Security Key
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