Data Safe Solutions

We provide a unique and proven world leading solution to the problem of Asset Management and Data Destruction whilst meeting all data privacy regulations, protecting your organisations reputation, improving your ESG/CSR and enhancing profitability.

The solution to $24.2 billion industry problem.

Trusted, Assured, Certified & Tested

NHS

Trusted by the NHS and used by multiple NHS Trusts

ADISA®

Independently Product Assured, to meet NIST 800-88 Standards

NIST National Institute of Standards and Technology

Certified to meet NIST 800-88 standards

SAPPHIRE

Penetration Tested to ensure Data Destruction

GDPR Fines Reached $1.6B In 2023

Top GDPR Fines in 2023

1. Meta Platforms Ireland Ltd. - €1.2bn
2. Meta Platforms Ireland Ltd. - €390m
3. TikTok - £12.7m
4. TIM SpA - €7.6m
5. WhatsApp Ireland Ltd. - €5.5m
6. Clearview AI Inc - €5.2m
7. Spotify - €4.9m
8. B2 Kaptial - €2.2m

GDPR stands for General Data Protection Regulation, introduced on 25 May 2018, which is about how businesses process and handle customer data.

Failure to comply with GDPR can result in large fines of up to €20million, or 4% of the offending organization's global annual revenue.

The global market for Data Destruction Services is projected to reach $24.2B by 2030, growing at a CAGR of 14.78% over the analysis period 2023-2030.

As per the United Nations Conference on Trade and Development, 128 out of 194 countries have legislation in place to secure the data privacy of individuals.

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$9.2B Problem in Data Destruction

In today's hyper-connected world, data is the lifeblood of organisations. From customer records and financial data to intellectual property and confidential business plans, sensitive information is the cornerstone of operations and competitive advantage.

However, with this wealth of data comes immense responsibility – the duty to protect it from unauthorized access, breaches, and potential misuse.

Data breaches have become a stark reality, causing irreparable damage to corporate reputations, financial losses, and legal repercussions.

Organizations that fail to adequately safeguard their data risk not only losing the trust of their customers, partners, and employees but also inviting costly lawsuits and regulatory penalties.

The Threat of Outsourcing Data Destruction

Outsourcing data destruction may seem like a convenient and cost-effective option, but it comes at the expense of security, control, and compliance.

By entrusting your sensitive data to external parties, organisations open themselves up to a host of risks, including:

Chain of Custody Risks
Once data leaves an organisation's premises, it enters a complex chain of custody, involving multiple intermediaries and transportation. This increases the risk of mishandling, loss, or unauthorized access.
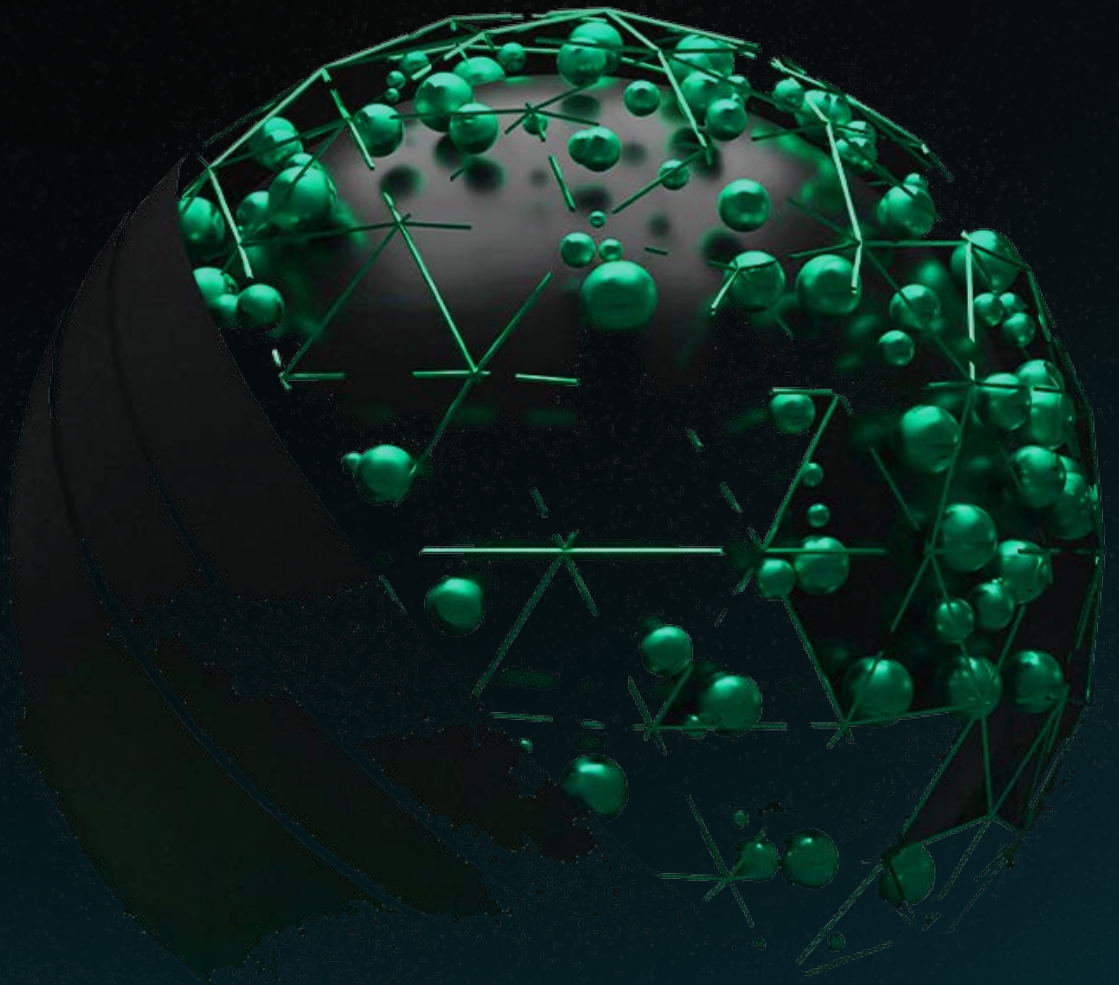
Data Breaches
Third-party data destruction services are not immune to cyber attacks. Data breaches can occur during data transportation, storage, or destruction, exposing sensitive information to unauthorised parties.

Limited Oversight
Relying on third-party services creates a blind spot in an organization's security posture. With limited visibility into the data destruction process, the organisation cannot verify its effectiveness or ensure compliance with it's data privacy policies.

Potential Liability
In the event of a data breach, the organization could face legal liability and reputational damage. They could be held responsible for the actions of a third party, even if they have had no direct involvement in the breach.

Data Breeches Destroy Oraganisations

Morgan Stanley Data Breach

In 2021, Morgan Stanley faced a significant data breach, exposing the personal information of millions of its customers. The breach was caused by a third-party Data Destruction Company, who had failed to properly secure the data. This incident highlights the risks associated with outsourcing data destruction and the importance of carefully vetting third-party **processors.**

ForgeRock 3rd Party Risks

According to the ForgeRock 2023 Identity Breach Report, in 2022, 34% of data breaches originated from third-party **processors.** This highlights the importance of carefully vetting third-party vendors and ensuring that they have robust security measures in place.

Study on 3rd-Party Data Breaches

A 2023 study by ForgeRock found that third-party data breaches increased by 134% in 2022 and now account for 50% of all data breaches. This alarming trend underscores the growing threat posed by third-party vendors and the importance of taking proactive measures to protect organisation's data.

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Leading Market Competitors Have Distinct Weaknesses

The leading market solutions are highly complex to install, integrate and manage, they are also incredibly slow.

Accessing asset information, reports and certification requires detailed technical experience and knowledge.

- Blancco Technology

- Bitraser

- Parted Magic

- OnTrack

- Carahsoft White Canynon

GDPR

The DSS Mobile revolutionises Asset Management, Data Destruction and Quality Control.

Comparing our product to the existing market leaders is similar to comparing the differences of transport by horse and cart, to supersonic passenger transport.

The DSS Mobile brings Data Protection to the masses and completely removes the requirement for technical expertise, or 3rd party specialists.

- Its Fast
- Its Easy to Use
- Its Plug & Play
- Its Portable
- Its Certified to the Highest Standards
- It has Multi Level Quality Control Facilities

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Here's What Needs Resolving

Level 5 — Capture Asset Management
Exportable Asset Inventory System For Clients Which Comply with NIST 800 - 88 Standards

Level 4 — Portable & ESG
Offline Portable Device With Carbon Emissions Reports

Level 3 — Certificates
Data destruction certificates with QR code linking to reports for clients in real time

Level 2 — Faster & Multiple Devices
Erase data in seconds , scalable to concurrently deal with multiple devices to the most stringent global data security standards.

Level 1 — Quality Management & Security Control
Multi Layered quality and security control features that can be accessed remotely

The Solution to a $24.24B Industry

DSS Mobile Enigma Code Cracked

With Proof Not Promises

Executive Team Pt. 1

	Lawrence Embra (MBE)	Chris Littlewood	Derek Johnston
Responsibility	Chairman	Chief Executive Officer	Development Director
Professional Experience	25+ years	25+ years	25+ years
Career Highlights	• Formed MBE Construction Ltd. in 2007, with current annual turnover in excessof £30M per annum • Specialized in Social Housing Contracts, Health Care, and high-end Property refurbishment	• Technical Infrastructure Architect. • 16 years Board Level experience in IT Asset Disposal & Data Destruction Industry. • Extensive Business Development & Sales Management experience.	• 25 years Senior Sales Management experience in Financial Services. • 14years Board Level experience in IT Asset Disposal & Data Destruction Industry. • Inventor of the Data Safe destruction solution.
	Helped create from inception a Property Group with a c.£750M valuation and has significant experience in leading 'Uavend style' projects with GDVs from £5M-£350M. He was awarded his MBE in 1991, for charitable work within his local community, and served as a Justice of Peace for 21 years between 1991-2012.	Overseen and planned the development build of the bespoke Data Safe software and hardware solutions. Founder of Data Safe Solutions Ltd and a key player in bringing the solution to market.	Overseen and planned the development build of the bespoke Data Safe software and hardware solutions. Founder of Data Safe Solutions Ltd and a key player in bringing the solution to market.

Executive Team **Pt. 2**

	Rafal Gorczynski	Graham G. Jones
Responsibility	Chief Technical Officer	Chief Financial Officer
Professional Experience	15+ years	25+ years
Career Highlights	In-depth skills and technical knowledge of: Microsoft, Radio communications Networking, Servers and Storage solutions, Software Development, Database Development, MQTT systems, API Development and Cloud solutions management.	• Partner with Baker Tilly/HLBKidsons from 1991 until 2010, • Senior Taxation Manager with PWC
	Project managed and built the DSS Mobile devices and software tool DSS Data Destruction and Asset Inventory. The DSS Project contains 180 actively developed code repositories, 373 in total (millions of lines of code). The deployment process is fully automated by Jenkins CI/CD tool.	As a very experienced senior Taxation Partner and Business Advisor he has vast experience of advising OMB's-PLC's giving particular attention to growth and profitability. He was Head of the UK Tax Practice at HLB Kidsons and was a member of the firms Management and Leadership Team. He has worked with Larry for over 20 years.

Strategic Partners

OV/Manx Telecom supply our multi roaming SIM Card Technology that allows the DSS Mobile to seamlessly connect to the best available mobile signal anywhere in the world.

Envision provide our Mobile Management Connection Platforms and SIM management systems. This allows us to monitor, manage and locate DSS Mobile devices on a global basis.

BT provide our Technical Infrastructure backbone, they also in conjunction with EE Telecom, provide UK Mainland SIM Solutions for DSS Mobile static placements

Pine Supply the Base system build for the DSS Mobile Solution.

The systems are provided with an Linux open source operating system and are then re-engineered by our internal technicians

Orico Supply the Powered USB Hubs that allow the DSS Mobile to connect and process multiple Smart Phone and Tablets

Zebra provide the Blue-tooth QR Code technology that allows the DSS Mobile to print verifiable evidence that equipment has been successfully processed.

Raspberry Pi provide the base technology for the DSS Mobile extender, this enables to provide a Hard Point to facilitate the processing of multiple items through a ring fenced network.
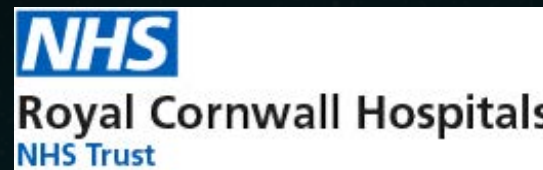
Royal Cornwall NHS Trust are our technology testing and development partner.

They have worked with us since the very inception of the solution.

They continue to work hand in hand with us, testing new releases, providing development suggestions and feedback.

Our relationship has been built over many years and is of primary importance to our continued drive to capture vast swathes of the global healthcare market.

The Opportunity

- The Global Data Erasure solutions market was valued at $9.23B in 2023 with an estimate CAGR of 14.78% from 2023 to 2030, where it's estimated to surpass value of $24.24B.
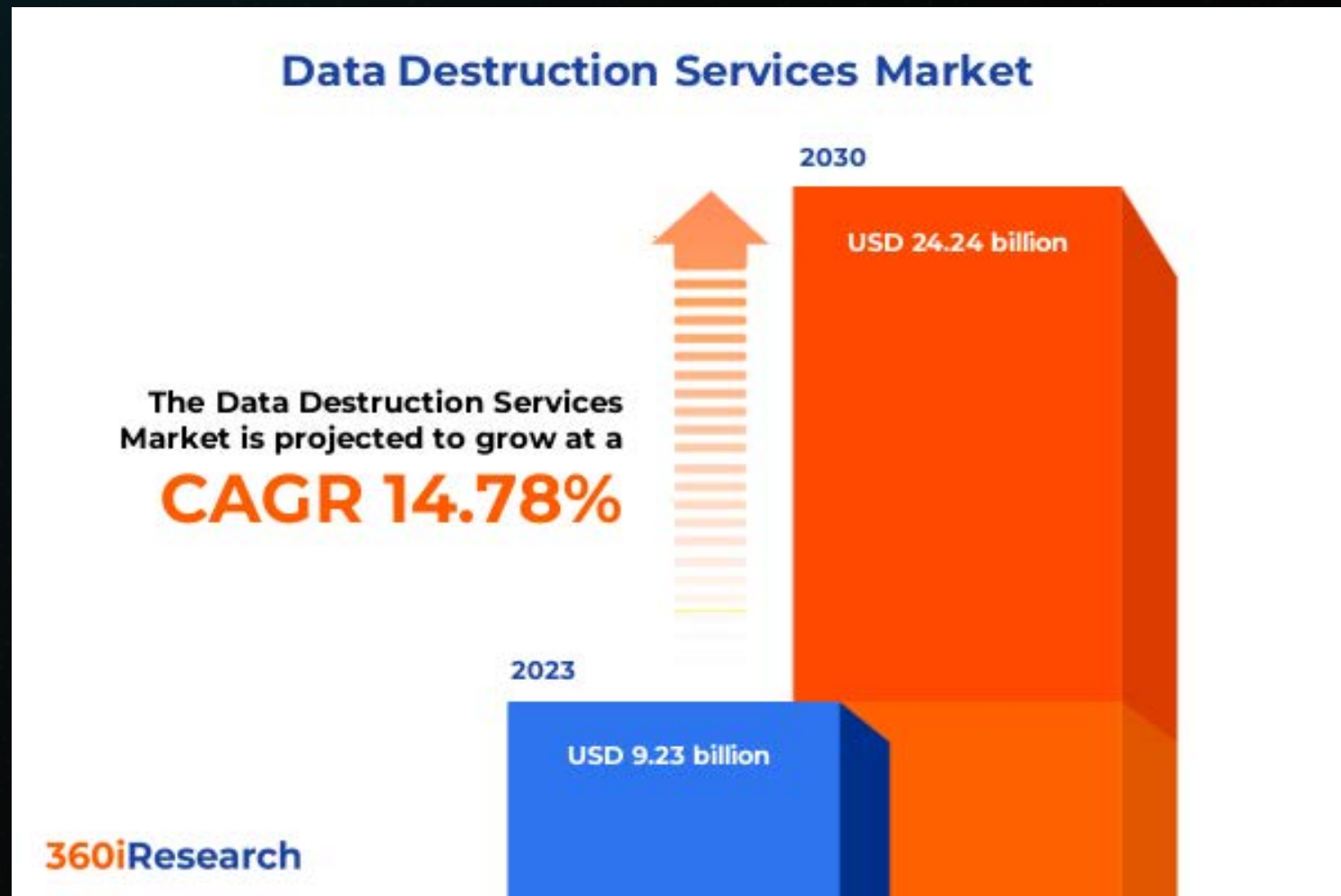
- The Growth of IoT is predicted to almost double to 29.42 billion devices by 2030 which will drive growth in a sustainable way for this industry.

- IT telecoms are the largest users of data erasure plus the M&A activity in this sector is hot with Blancco acquisition of Wipedrive in June 2022.

- Cybercrime, a $10.5T cost annually by 2025, will drive demand for data erasure products which are faster cheaper and portable with "working from home" expected to reach 225M users by 2030

* https://www.360iresearch.com/library/intelligence/data-destruction-services

Data Destruction Growth & Outlook

Market Perspective

The global **Next Generation Data Storage Market** was valued at USD 63.12 billion in 2022 and is projected to reach USD 116.66 billion by 2030, growing at a CAGR of 7.98% from 2023 to 2030.

Global Next Generation Data Storage Market

Market Size, 2020-2030 (USD Billion)

63.12 Bn

116.66 Bn

2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030

* https://www.kingsresearch.com/
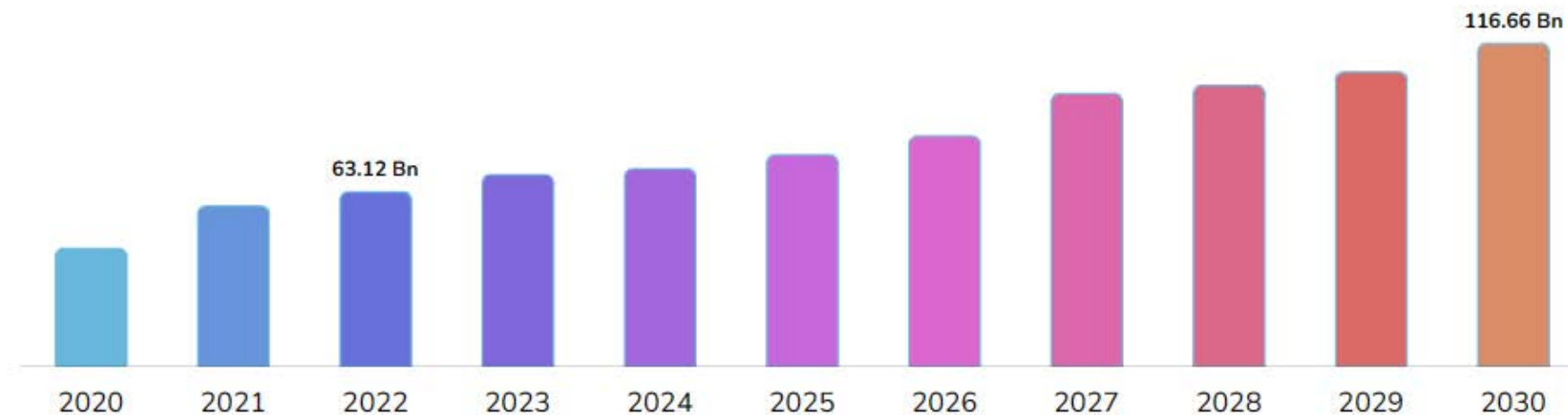
Banking, financial services, health care and insurance markets in 2030 will demand huge data erasing solutions as more and more data will be captured and utilised.

North America, Europe and Asia will create massive demand for data erasing products as large populations in smart internet cities are starting to accelerate.

Cyber Security, Data Security and Zero Trust Principals are the primary drivers to ensure stability within this rapidly growing market.

Successes To Date

NHS Partnership

Royal Cornwall NHS Trust have erased 18,000 devices with 9 DSS Mobile's

The Clatterbidge Cancer NHS Foundation Trust have erased over 4,000 devices with 2 DSS Mobiles.

Clients Trust Us

Private Equity Funds & Education Institutions, operating from multiple location are using DSS Mobile's Today

Product Assurance Certification

Our bespoke, patent pending smart wipe engine has been awarded Product Assurance Certification that is complies to the highest global Data Destruction standards NIST 800-88

This certification was awarded by the world renowned compliance authority ADISA
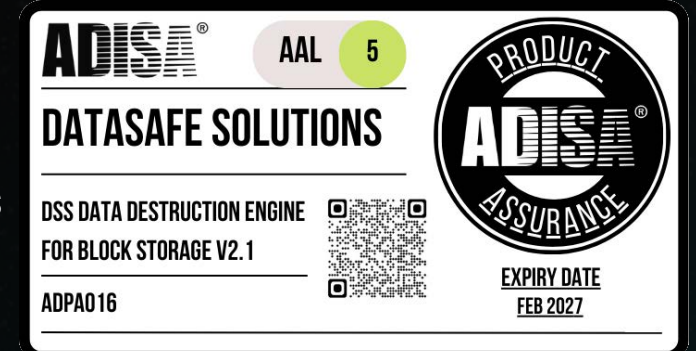
Penetration Testing

Sapphire Technologies, an NCSC accredited digital forensic testing specialist, conducted penetration test on devices wiped out by DSS Mobile and found no data after rigorous multiple attempts.

CO_2 Reduction

We've reduced 1.5M kg of CO_2 reduction for one client by calculating extended life usage of devices processed with the DSS Mobile.

Mission Briefing

The Red Dots highlighted on the UK map indicate location where organisations are currently using the DSS Mobile.

We already have clients working within the 3 target market sectors of Large End Users, 3rd Party IT Support & IT Asset Disposal.

Data Safe Solutions have developed an independently verified and certified World Leading solution that solves the emerging problems associated with global exponential growth in IT and Data.

It is our mission to rapidly take advantage of our extended market lead and drill down through our extensive network within Health Care, Finance and IT Asset Disposal within the UK.

Simultaneously, we intend to leverage our vanguard position to fully exploit on a Global basis the opportunities the DSS Mobile presents.

In summary:

We have created the best solution for the market by a country mile.

Our solution has been independently approved and certified as the best product in the world.

It is faster than anything available and turns normal destruction procedures from hours in to seconds.
It is incredibly easy to use, even for non technical people after watching a short 30 minute on-line training video.

It directly remedies the problems that are being presented to every organisation throughout the world in an ever expanding marketplace set to be valued at over $1,000,000,000,000.00

Route To Market

1. Public Bodies

Increase in-house sales-force to penetrate large public bodies, such as the NHS and Local Government, utilising the excellent reputation we have established within this sector to generate rapid leverage and sales uptake.

Recruit and deploy an in house support telephone sales team to assist.

2. IT Asset Disposal

Create a duplicate sales team focused on the IT Asset Disposal Sector, a market the Executive Team have in-depth experience within.

Recruit and deploy an in house support telephone sales team to assist.

3 Large Corporate Bodies

Create a 3rd sales team focused on large corporate bodies, this team will be be divided in to specific markets in particular Financial Services and Regulated Sectors.

Recruit and deploy an in house support telephone sales team to assist.

4. 3rd Party IT Support

Create duplicate sales team focused on the 3rd Party IT Support Sector,

Recruit and deploy an in house support telephone sales team to assist.

5. End Users

Create a sales team focused on the Individual End User Market

This is a massively untapped market that offers prodigious growth and profitability potential

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Products In Development

DSS Mobile - version 4

DSS Mobile v4 will be the latest release of the DSS Mobile. Based on open source 3d printing technology, it vastly reduces time and cost of production, whilst hugely increasing processing power.

Capital Expenditure   c. £70k
Duration/Project Length   1-3 months
Commencement Date   April 24
UK Market Sales Potential p.a.   c. £10m+

MFP Data Destruction

Multi Function Printers store data internally. There is currently no available solution to deal with this data on installed devices. This development has passed feasibility and initial design stage.

Capital Expenditure   c. £500k
Duration/Project Length 6-9 months
Commencement Date   Sept 24
UK Market Sales Potential p.a. c. £2m+

Managed Network Switch Data Destruction

Managed Network Switches hold critical organisational access information. There is currently no available solution to rapidly deal with this data on these devices.
This development has passed feasibility and initial design stage.

Capital Expenditure   c. £700k
Duration/Project Length 6-9 months
Commencement Date   Sept 24
UK Market Sales Potential p.a. c. £3m+

Mobile/Online Application for Domestic Users

Development of a single use application, either Web or App based, that allows domestic users to destroy data on their devices and gain irrefutable evidence that the data has been permanently destroyed. This development has passed feasibility and initial design stage.

Capital Expenditure   c. £900k
Duration/Project Length 6-9 months
Commencement Date   July 24
UK Market Sales Potential p.a. c. £15m+

Remote Task Based Data Destruction

Utilising either SCCM, or Azure Server Administration Tasks, develop a method of destroying data on equipment remotely connected to the organisations network infrastructure. This solution has been tested on SCCM architecture and provides a solution to home working.

Capital Expenditure   c. £900k
Duration/Project Length 9-12 months
Commencement Date   Dec 24
UK Market Sales Potential p.a. c. £10m+

Financial Information

The business generates its core income from the sale of its DSS device on a 3 year License. Charges are levied for actual use of the product and this generates a recurring annuity income.

The current financials focus solely upon the UK initial market where the intention is to secure a market leading position in a short 1-2 year time-scale.

Working to a conservative business plan and cash-flow projections, the UK alone provides a turnover of just under **£10M** in the first 12 months, with a pre tax profit, in excess of **£6.4M**

Consideration must also be given to the vast overseas markets and as a taster we have included only 1 Overseas License arrangement for only 1 sector in the jurisdiction.

This is merely to highlight the huge potential to License products or indeed to take the opportunity to expand into such markets ourselves'

The expected fees and usage revenue generation for one Overseas Licence in the first 12 months is estimated to be **£220,000.00**

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Safeguarding Data &
Protecting Reputations

With the DSS Mobile, you can safeguard organisations sensitive data, protect against reputational damage and maintain compliance with data privacy regulations.

Contact us today to learn more about how the DSS Mobile can revolutionise data destruction throughout the world.

Get in Touch

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