

# Top 5 Reasons to Choose Kiteworks Over Virtru

Deliver Uncompromised Security, Comprehensive Communication, and Proven Business Resilience

We've entered the compliance era, where controlling, tracking, and securing sensitive content communication with third parties is paramount. Choosing the right secure communication solution is critical for fostering collaboration, managing risk, and adhering to compliance standards such as CMMC and HIPAA.

Kiteworks and Virtru may appear similar, with both ensuring no vendor access to content and granular access controls such as read-only viewing with a watermark (what Virtru calls "persistent protection"). But when compliance and risk management matter, Kiteworks offers five primary advantages over Virtru:

## 1. Secure All Communication Channels With Ease

Kiteworks' array of communication channels goes beyond the limited scope of email and file link sharing offered by Virtru. It covers email, file and folder sharing and collaboration, MFT, SFTP, and secure forms, with a comprehensive API for secure, compliant integrations and custom applications. Benefit from a unified infrastructure, administration, audit log, and reporting that simplifies compliance and decreases costs, all while ensuring absolute encryption and protection of sensitive content.

## 2. Trust in Zero-trust Collaboration

With Kiteworks, collaborate with confidence underpinned by zero-trust security and compliance protocols. Kiteworks' user-managed granular access control mechanisms on

nested folders and files enable secure teamwork on projects, cases and matters, M&A, bidding, and other use cases—all under control of master policies set by admins and compliance teams. Apply role-based policies for downloading, expiration, geofencing, legal notices, client type, and more. Move beyond Virtru's limited file-level user-managed access controls to a future of encryption and compliance by default.

## 3. Avoid Insecure Workarounds for Large File Transfers

Send, share, and save files of up to 16 terabytes with data protection, antivirus scanning, and reliable delivery even over unreliable networks. Virtru's low 15 GB limit can incite users to employ insecure workarounds when it comes to transferring large content such as video evidence files, DNA sequences, CAD models, and scientific datasets.

## 4. Harness Advanced, Integrated Security Measures

Kiteworks integrates with your enterprise DLP, ATP, and CDR servers to automatically apply policies for content blocks, quarantines, and notifications. Make the encrypt-or-not decision for each email body and attachment automatically based on Microsoft AIP labels on documents, results from your DLP servers, sender and recipient users and domains, and over 50 other factors. This advanced level of security reduces the additional maintenance burden inherent in Virtru's separate DLP.

## 5. Invest in an Established, Profitable Partner

Choosing a compliance and security solution is an investment in your organization's future. Since 2016, Kiteworks has demonstrated profitable, consistent growth, and resilience amid economic uncertainties. Trust in a proven business committed to delivering reliable compliance and security solutions, rather than venture-backed startups like Virtru that rely on external funding for sustenance.

In an era of increasing cyber threats and regulatory complexities, Kiteworks emerges as the superior choice for secure content communication. It surpasses Virtru in offering comprehensive security coverage, zero-trust collaboration, seamless large file transfers, advanced integrated security measures, and proven financial stability. Elevate your organization's security posture with Kiteworks, the trusted name for secure content communication.