



YOUR NETWORK.  
DESIGNED-TO-PERFORM.

LEADERS ROUNDTABLE

# Data Privacy Regulations: Redefining Your Customer Relationships

THURSDAY, SEPTEMBER 24, 2020

[AQUABLUENETWORK.COM](https://aquabluenetwork.com)



**Manetu**



We are delivering a **service model** responding to enterprises' most complex connectivity needs.

**Designed-to-Perform**, our solutions integrate **bespoke** infrastructure engineering, cost optimization intelligence and centralized management.



## Designed-to-Perform **Infrastructure**

Solve network design issues with objectivity and transparency

Engineer leading technical solutions using multi-vendor solutions – taking the guesswork out of procuring routes globally

Deliver on-time with reliable proven partners



## Designed-to-Optimize **Cost Management**

Vendor-agnostic helping you make the most difficult and sensitive connectivity decisions saving you time and money

Comprehensive and objective analysis not tied to a commission or revenue targets

Simplify network provisioning costs and complexity



## Designed-to-Simplify **Account Support**



Manage relationships that deliver results with the highest levels of oversight within our carrier partners

Account expertise, continuity, and consistency

Aquablue Intelligence Platform uses our proprietary portal to manage inventory

Best NOC practices eliminate the need for constantly tracking maintenance and trouble tickets

# Partial Client List

# Technology Portfolio



## PRIVATE NETWORKS

Layer 2  
Layer 3 (MPLS)  
SD WAN



## POINT-TO-POINT / PRIVATE LINES

Wave  
Ethernet  
Dark Fiber  
Low Latency Solutions  
Fiber  
RF / Wireless



## DEDICATED INTERNET

Fiber Based  
DSL/Cable  
Wireless



## CLOUD CONNECTIVITY

AWS  
Azure  
Others



## CONSULTING SERVICES

RFP Creation and Management  
Data Center Design and Relocation  
Cost Reduction Implementation  
Network Design



## TIME SYNCHRONIZATION

Enabling you to maintain  
a singular time source globally

# Leadership

## Chris Marino

Chief Executive Officer



## Jim Erickson

Senior Vice President of Sales



## Tamir Barsik

Senior Vice President of Operations



## Gary Prestipino

Vice President of Client Services



## Joseph Sestito

Vice President of Service Delivery



Visit us at [AQUABLUENETWORK.COM](https://www.aquabluenetwork.com)

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We Are Living  
In A New Digital Era



MOIZ KAHARI  
FOUNDER AND CEO



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# **We Are Living In A New Digital Era**

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# Discussion Topics



- **Current State of Privacy Regulations**
- **Approaches to Information Privacy Management Compliance**
- **Specific Challenges of Personal Information Management**
- **Where Do You Go From Here?**



## Global Privacy Regulations

Data Process Authorities have levied 200 GDPR enforcement fines and penalties, totalling €401 million.



# State of the States



- **CCPA being rewritten with Prop 24**
- **New England/Tri-state**
  - ❖ **NJ focus is on-line businesses**
  - ❖ **NY and Mass more focused on consumer rights and action, opt-in rather than opt-out**
  - ❖ **Conn, Penn, RI, similar bills in process**
- **More than half the states have bills in flight/pending/passing**

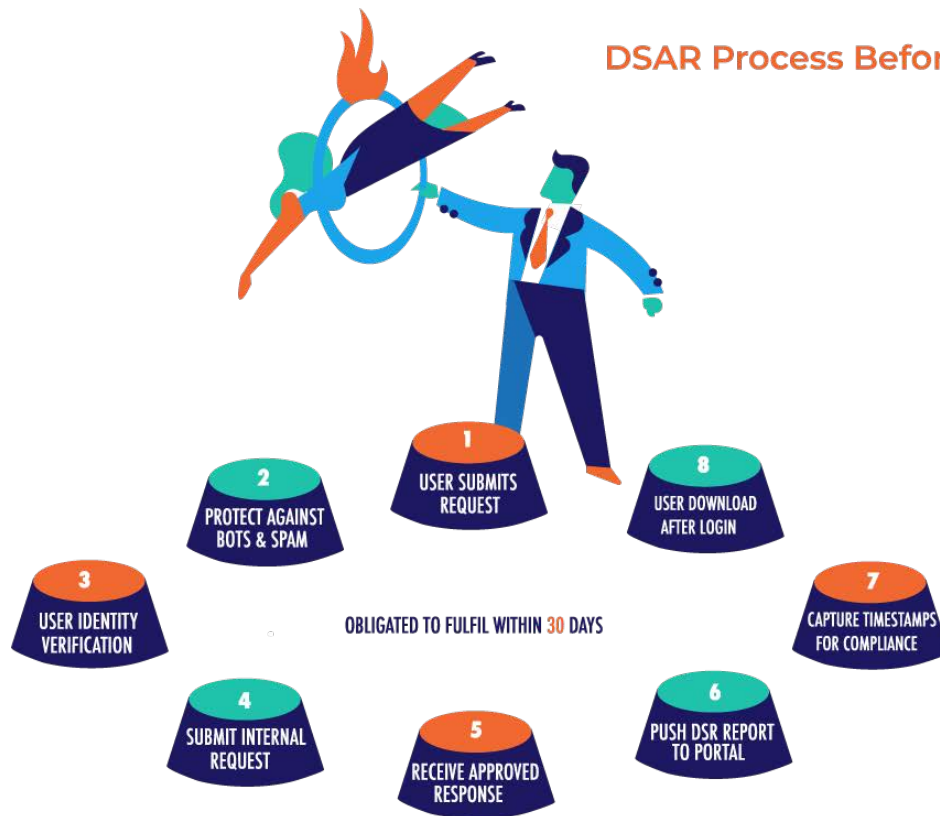
# Approaches to Compliance



- Ignore it and hope no one asks
- Consulting engagement to build organization, processes, workflows, training, assessments
- Hybrid solution – automate discovery and mapping, build manual workflows for DSARs, response, data curation, audit, processing and consent management
- Automated solution – automated discovery and mapping, continuous discovery, secure repository for PII, consumer self-service consent management, automated data curation, auditing and reporting

# Jumping Through Hoops for Data Subject Access Requests (DSAR)

## DSAR Process Before Manetu



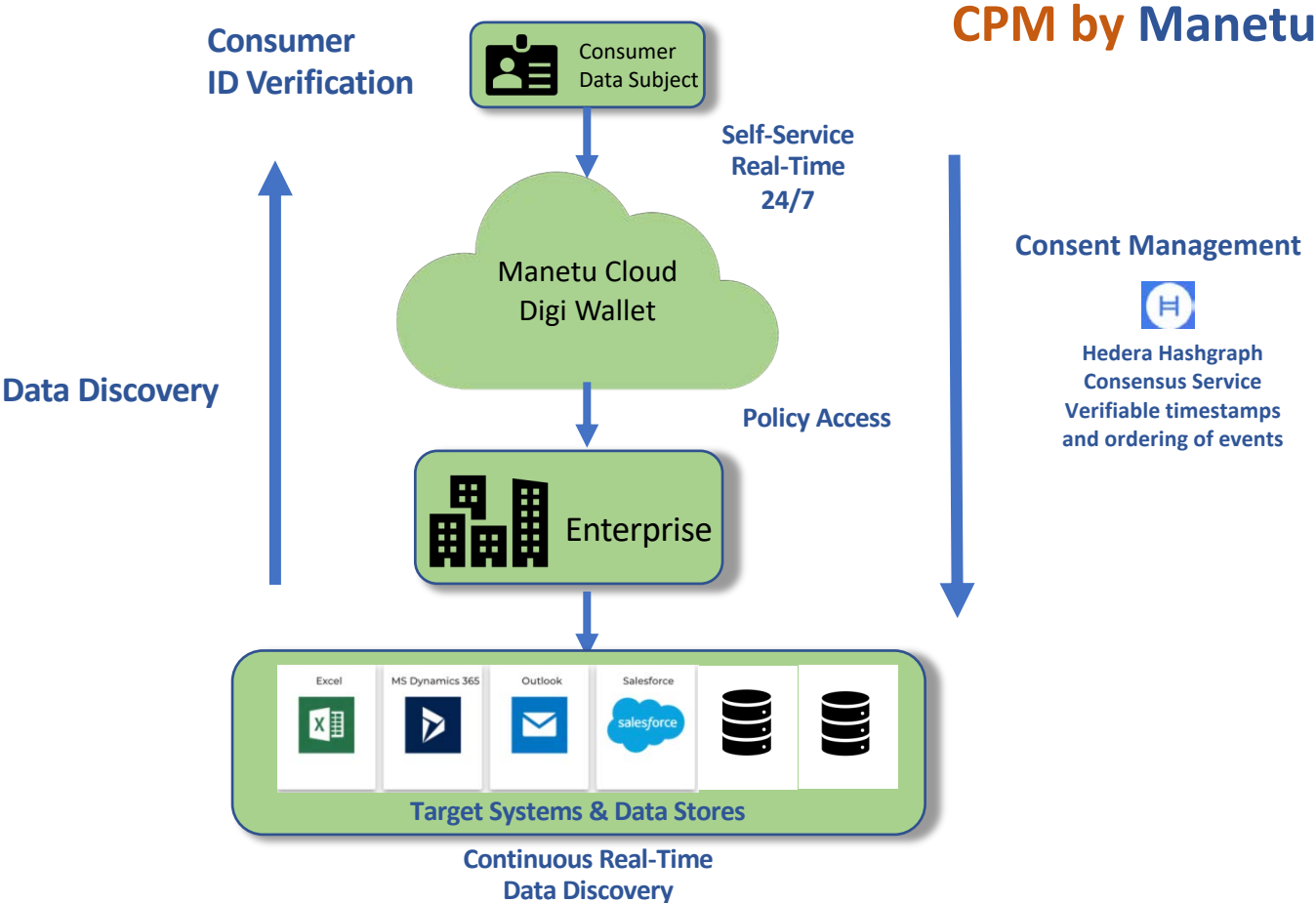
## Specific challenges of personal information management



- Finding and identifying PII in ALL your enterprise data sources – some are surprising
- Continuous data discovery so responses are complete and accurate
- Responding to consumer consent with updates, edits, restriction and deletions
- Continuous logging of consumer requests and enterprise responses for audit, regulatory and legal responses
- Consumer identification and validation
- Third-party authentication for transparency and audit/regulatory/legal validation



**Consumer Privacy Management (CPM)**  
**Automated DSAR – Data Curation**

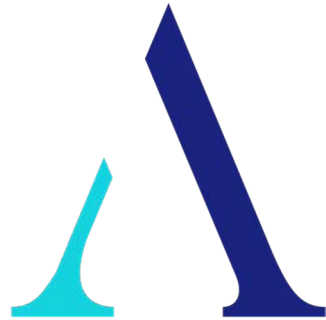


***AGC Partners subscribes to the Manetu CPM® platform to proactively manage sensitive information about our clients and prospects. Because our use of their personal data is controlled and authorized directly by its owners, AGC is showing, unequivocally, that we respect the rights of our clients and strive to be a leader in this era of consumer privacy management.***

– Paige Rand, Chief Compliance Officer, AGC Partners



**Where Do You Go From Here?**



AQUABLU

THANK YOU

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