

The DCSI Story

Identity theft continues as one of the fastest growing crimes in the country, costing consumers and businesses billions of dollars each year. In spite of heightened awareness, new legislation and improved safeguards, identity thieves continue to prosper.

Enhanced technology and improved security measures have restricted access to sensitive information in some areas. Many industries have tightened their control over confidential information, implemented focused policies and procedures, and designated persons who are directly responsible for data security. Yet the plague of identity theft continues as criminals become more resourceful, exploiting existing weaknesses and finding new points of entry. The Federal Trade Commission estimates that over half of all identity theft victims do not know how their identity was stolen! Other experts put that number as high as 65%.

Completely overlooked in most business environments, and virtually ignored in existing and pending legislation, is the fact that today's multi-function peripherals capture and store data on an internal hard drive. The machines we have come to know as "copiers" now perform a number of business functions including copying, faxing, scanning and printing and are most often integrated into a company's computer network. They are highly sophisticated and contain hard drives and other forms of memory that retain information, even after the machine is powered off. It is ironic that most companies go to greater lengths to protect information contained on the paper output of these machines than they do to secure the vast amounts of data stored, and fully recoverable, in digital format.

While copiers are in service, data stored in these seemingly innocuous office machines is accessible by:

- Employees
- Customers (for machines in areas accessible by the public)
- Service Technicians (both genuine and imposters)
- "Hackers"

Of even greater concern is access to sensitive data once the machine is removed from service. Once a machine leaves its service site, data is accessible by:

- Shippers
- Wholesalers
- Warehouse Employees
- Domestic Used Equipment Buyers
- Foreign Buyers (many used machines are shipped overseas!)

This threat is real and the lack of attention paid to it is alarming.

In the fall of 2007, John Juntunen, DCSI's Founder, was working on a used copier that he had purchased for the resale market. The machine had previously been in service at a large national title insurance company. With very little effort, John prompted the machine to print out a customer's entire loan file. Over fifty pages containing highly sensitive personal data. It was this incident that set in motion the events that launched DCSI.

John called upon friends from the business and technology communities and began exploring the magnitude of this apparent threat. Two of those contacts, Bill Feigles and Jim Nord, recognized the significance of these issues and the business opportunities they presented. As 2007 drew to a close, Digital Copier Security was born and research and development began.



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Through the development of proprietary forensic techniques and their application in extensive test environments, DCSI has conclusively proven that digital copiers do, in fact, store substantial volumes of data and that this data is readily recoverable. The company has tested machines previously used by title insurance companies, investment firms, medical service providers,

schools and even a police department. Copiers from all of these sectors contained highly sensitive personal and corporate information.

A profound lack of awareness of these issues has resulted in an absence of viable solutions to mitigate these threats to data security. DCSI stands alone as the only company in existence focused solely on the issues of digital copier data security. It is the mission of DCSI to inform businesses and individuals about an emerging area of vulnerability to the security of their sensitive data and to bring to market workable solutions to protecting that information.

For more information, please visit the DCSI web site at www.copiersecurity.com or call our offices at 530-672-9300.