

# Globaltek Security Protects Critical Digital Assets by Integrating DLP and Web Security

## A Strategic Alliance Forged Over Decades

Globaltek Security, driven by the efforts of Pedro Muñoz, has been a cornerstone of cybersecurity integration in Latin America for over 25 years. Their journey with Forcepoint began in the early 2000s, evolving from early partnerships with companies like Surf Control and Websense into a long-term alliance with Forcepoint.

**"We have been practically working for 25 years with Forcepoint, inheriting some of the brands that Forcepoint has acquired over time."**

This enduring relationship is built on shared values of innovation, reliability and a commitment to protecting sensitive data. Globaltek Security's decision to align with Forcepoint was not incidental; it was the result of a rigorous evaluation of the market.

**"We made the decision, after evaluating several vendors, to partner with the number one company at the time, which has remained a leader over time, particularly in data protection."**

Forcepoint's consistent leadership in Gartner's Magic Quadrant validated their choice and reinforced their confidence in the partnership.

### CUSTOMER PROFILE:

For 25+ years, Forcepoint has led data protection in Latin America, trusted by governments, banks, and enterprises. In alliance with Globaltek Security, Forcepoint delivers AI-powered solutions to protect critical digital assets.

### INDUSTRY:

Cybersecurity Integration and Services

### HQ COUNTRY:

Colombia

### PRODUCT(S):

- › Forcepoint DLP
- › Forcepoint SWG

## Delivering Scalable Security Across Latin America

Globaltek Security's impact spans Colombia, the Caribbean and South America, including Ecuador, Peru and Chile. Their client base includes government agencies, financial institutions, military organizations and private enterprises.

Their core offering centers around **Forcepoint Data Loss Prevention (DLP) and Secure Web Gateway (SWG)**, which are trusted to protect what Pedro calls the "**crown jewels**" of organizations — their most critical digital assets.

**"Many companies in Colombia... have trusted Forcepoint solutions to ensure, with a high level of quality, that information does not leak, and to protect those digital assets which are considered their crown jewels."**

This trust is not just technical; it's cultural. Forcepoint has become synonymous with cybersecurity excellence in the region.

**"When companies look for a best-in-class product, they always think of Forcepoint... Here, Forcepoint is that brand that has managed to stay in the market and that represents great security."**

## Innovating with AI and Executive-Ready Cyber Resilience

Pedro Muñoz is acutely aware of the shifting cybersecurity landscape, particularly the dual-edged nature of artificial intelligence. At RSA and other industry events, he's observed how AI is transforming both offensive and defensive strategies.

**"AI agents... not only help on the good side of technology but also aid cybercriminals."**

In response, Globaltek Security is developing **Automated Resilient Cybersecurity** — a solution that empowers executives with real-time insights through KPIs (Key Performance Indicators) and KRIs (Key Risk Indicators).

**"What this cybersecurity aims to do is provide boards of directors and C-level executives with KPIs... so that they can make better decisions and understand whether the money they're investing in their controls is actually serving them."**

This innovation reflects a broader shift: cybersecurity is no longer just an IT issue — it's a boardroom priority.



## Navigating Regional Challenges with Resilience and Expertise

Despite their success, Globaltek Security operates in a region where financial and human resources are often limited. Pedro is candid about the challenges this presents:

**"Few financial resources, therefore little human resources, meaning that everything relies on very few hands to deal with the cybersecurity problems that exist not only in Colombia but worldwide."**

This scarcity makes automation, training and strategic partnerships even more critical. While Colombia has data protection laws, enforcement and compliance vary — **making trusted providers like Globaltek Security and Forcepoint essential.**

**"Although there are regulations — not as formal as in Europe or the United States — there are still laws such as the Data Protection Law... companies must maintain high standards for protecting the critical data of users."**

Through it all, Globaltek Security continues to deliver high-impact solutions that are both technically sophisticated and regionally relevant.

**"Forcepoint has achieved and continues to achieve over time, with its very specialized development of tools, a strong position in two very important areas: data loss prevention, and secure web browsing."**