

# Entrust provides layered security solutions to more than 2,000 organizations spanning 60 countries

*Leveraging a layered security approach to address growing risks, Entrust solutions help secure the most common digital identity and information protection pain points in an organization. These include SSL, authentication, fraud detection, shared data protection and e-mail security*

## Fast facts

### Corporate profile

Early in its history, Entrust built and sold the first commercially available public key infrastructure (PKI), which makes managing and enabling encryption and digital signatures possible. Today, Entrust technology enhances online trust by enabling the world's elite organizations with solutions that help authenticate users, identify and stop fraud, secure communication, encrypt data and more.

### Why Ottawa

In June 2008, Hydro Ottawa conducted an energy audit and recognized Entrust with a "Companies for Conservation" award. The energy audit revealed that Entrust cut power use by more than 40 percent, from more than 5 million kilowatt hours per year to less than 3 million. The 2 million kilowatt hours now being conserved annually by Entrust is enough energy to power roughly 222 homes for an entire year.

### Business advantage

Entrust recorded an increase in total revenues of 16 percent year-over-year, with an increase of 138 percent year-over-year, specifically in revenues from emerging growth products in 2007. Bill Conner, Entrust President and CEO reported that, in its most recent full year of business, Entrust achieved record product transactions.

Entrust Limited, the Ottawa-based Canadian headquarters of Entrust, Inc. (NASDAQ ENTU), secures digital identities and information for consumers, enterprises and government agencies in more than 2,000 organizations spanning 60 countries.



**Canada's Creative Economy Capital**

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Currently, enterprise and governments require the ability to efficiently secure users and citizens' digital identities and information — information that is increasingly targeted by individuals or criminal organizations that profit by leveraging data breaches, identity thefts and fraud attacks.

Entrust's layered security approach — a strategy that includes Secure Sockets Layer (SSL), authentication, fraud detection, secure shared data, e-mail security and management of digital certificates — increases user acceptance and limits help-desk calls. Entrust helps its customers increase the productivity of their overall technology investments and secures information for organizations needing to protect end-users' privacy.

### Why Ottawa

Entrust was conceived as a business unit within Northern Telecom (Nortel), Ottawa's first telecom giant. In December of 1996, Entrust was incorporated as an entrepreneurial spin-off of Nortel. Now with 15 offices worldwide, Entrust's Canadian headquarters remain in the Kanata, Ottawa's tech community.

In 2004, Entrust expanded its secure messaging and data solutions with the acquisition of AmikaNow! Corporation's compliance technology business unit. Entrust bought AmikaNow!

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*In 2008, SC Magazine selected Entrust as a finalist in their "Best Data Security" award category for 2008.*

One such client, Veteran Affairs Canada, uses Entrust solutions to develop its increasing Internet presence as part of its strategy to migrate to online service delivery. As a result, Canada's disability pension program is securely administered and delivered online to those recipients formerly serving in the Canadian military or Royal Canadian Mounted Police (RCMP).

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### **Business advantage**

Among Entrust partners and customers are multinational corporations and forward-thinking government offices. In 2008, Entrust announced that the Slovenian and Taiwanese governments selected Entrust PKI technology to help authenticate biometric information stored on machine-readable travel documents (MRTDs) — better known as ePassports.

Entrust contributed PKI technology to the global open-source community through partners, Sun Microsystems Inc and the Mozilla Foundation in July 2007. Entrust supplied a royalty-free license to Sun and Entrust PKI technology is now used by the Mozilla open-source platform. Entrust recorded an increase in total revenues of 16 percent year-over-year, with an increase of 138 percent year-over-year, specifically in revenues from emerging growth products in 2007. Bill Conner, Entrust President and CEO reported

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Entrust solutions have received numerous awards for superior quality and performance. Entrust also garners accolades from respected third parties. As an example, SC Magazine, a respected IT technology publication, named Entrust as a finalist for the Reader's Trust Award in the 'Best Multi- and Second-factor Solution' category in 2009. Entrust IdentityGuard was selected from more than 600 entries submitted in more than 30 technology categories.

In 2008, SC Magazine selected Entrust as a finalist in their "Best Data Security" award category for 2008. SC Magazine also named Entrust and the Entrust IdentityGuard versatile authentication platform as an "Industry Innovator" in 2007.

In their June 2008 issue, SC Magazine bestowed glowing accolades for Entrust Entelligence Messaging Server. The review not only rated the appliance-based e-mail encryption solution as a five-star product, the platform was given the "SC Recommended" approval — the top honor for a security product.

CODiE named Entrust IdentityGuard as the "Best Security Solution 2006" — a category that features more than 500 of the world's top security experts. Entrust IdentityGuard and Entrust Entelligence Messaging Server were also named a "2007 Finalist" for the CODiE awards.

Entrust customers include: Expedia, Citibank, SWIFT, Lloyds, Bank of New Zealand, Banco Santander, Kotak Securities, U.S. Department of State, U.S. Department of Treasury, NASA, U.K. Ministry of Defence, Land Registry, Government of Slovenia, Kingdom of Saudi Arabia, the Republic of Slovenia and many, many more.

### **Future growth plans**

By leveraging these capabilities, Entrust continues to adapt and innovate to meet the current and future needs of today's security-conscious organizations. Each day, Entrust pushes technology to enhance security offerings that provide multifactor authentication, fraud detection, SSL digital certificates, public key infrastructure, secure e-mail and more.

### **Contact information**

Entrust, Inc.

+1-888-690-2424

[www.entrust.com](http://www.entrust.com)



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