

MARKET BACKGROUND

The Challenge: Static Passwords Do Not Provide Adequate Security

- Static passwords do not prove the identity of the user
- Growing risk of unauthorized access to corporate networks and confidential data via VPN or the Internet
- The rapid increase of cybercrime targeting private information

The Solution: Multi-Factor Authentication

- Secure user login with dynamic one-time passwords (OTPs)
- Dynamic passwords cannot be reused at the next logon
- Reduce the risk of fraudulent access

WHY VASCO

Authentication is VASCO's core business. This partnership opens opportunities for you and offers more choices for your customers:

- Reach **previously untapped markets** such as SMEs
- Provide **competitively-priced**, comprehensive solutions to your enterprise customers
- Achieve strong authentication **within budget** constraints
- Be **on the forefront of the new technological developments** in the authentication market
- Earn higher margin: VASCO **costs less**, but can generate **more profit**

VASCO STEPPING-STONE THEORY

Step 1: Remote Network Access Security as an Entry Point

- VASCO solutions are ideal to bundle or sell on top of any existing VPN, SSL-VPN or firewall deployment
- Proposed VASCO products: DIGIPASS Packs

Step 2: Local Area Network Access & Desktop Security as an Up-sell

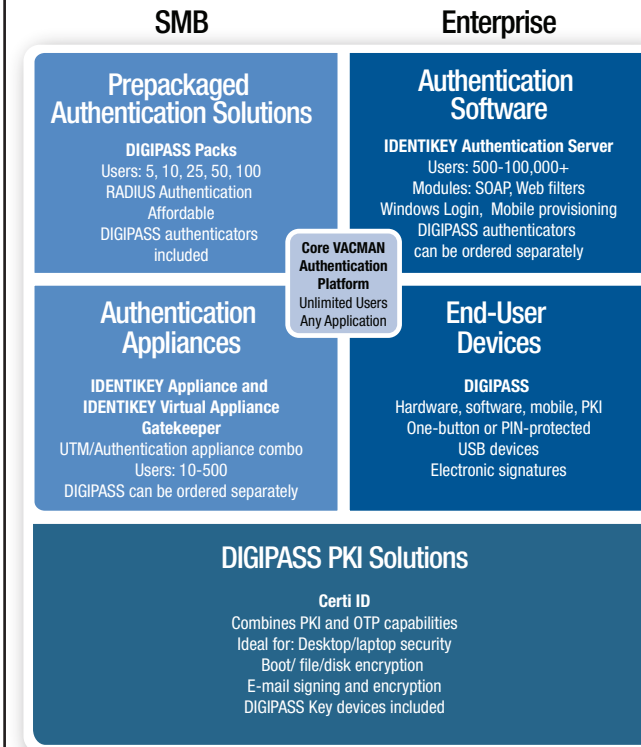
- Companies that already use VASCO for their remote users can leverage their investment by extending two-factor authentication security to their on-site users
- Proposed VASCO products: IDENTIKEY Authentication Server, IDENTIKEY Appliance, IDENTIKEY Virtual Appliance, DIGIPASS devices

Step 3: Online Application Security as an Up- and Cross-sell

- Companies can leverage their installed VASCO authentication platform beyond employee remote access:
 - Extend VASCO two-factor authentication to: partner portals, e-commerce websites, SaaS applications & other online applications
 - Offer VASCO two-factor authentication as a service to customers
- Proposed VASCO products: VACMAN Controller, IDENTIKEY Authentication Server, IDENTIKEY Appliance, IDENTIKEY Virtual Appliance, DIGIPASS as a Service

VASCO DATA SECURITY PRODUCT MATRIX

Secure access to VPNs, LANs, desktops, computer terminals, and online applications with two-factor authentication.



VASCO AUTHORIZED DISTRIBUTOR

VASCO'S COMPETITIVE DIFFERENTIATORS

FAST

- Speedy setup and deployment
- Many products can be installed and managed by a single person in less than a day

AFFORDABLE

- Lowest total cost of ownership in the industry
- No forced expiration on hardware authentication devices
- Longer device life span: 7+ years on most hardware devices
- No client hardware to repurchase

COMPETITIVE

- Opens up new markets such as SMEs
- A fit for every IT environment and any user group
- Competitive pricing and significant margins

EASY

- No special hardware/server set-up is required
- Short learning curve for faster end-user adoption
- Easy migration paths from competitive solutions
- Easy to up- and cross sell to your installed base

SCALABLE

- Unlimited scalability without impacting the existing infrastructure
- All VASCO solutions run on the same core platform
- Adding users is as easy as ordering more DIGIPASS and licenses
- VASCO's solutions can accommodate as few as 5 users and as many as several millions

VERSATILE

- Hardware, software, mobile, and PKI options available in all installations
- All VASCO's future technologies and devices supported in all existing installations
- Choose from over 50 client authentication devices
- Client devices are fully customizable

COMPETITIVE UPGRADE PROGRAM

VASCO offers a **Competitive Upgrade Program** designed to help organizations currently using competitive 2FA products leverage their initial investment while upgrading to a superior two-factor authentication solution.

- Price discounts
- Migration tools
- Easier migration path for enterprises and their end-users

Contact your Authorized VASCO Distributor for special pricing and more information.

FEATURES OVERVIEW

Feature	VASCO	RSA	SafeNet	Actividentity
Authentication server software	✓	✓	✓	✓
Authentication appliance	✓	✓		✓
Managed authentication services	✓		✓	
Plug-ins	Novell, AEP Networks, IAS, Imprivata, Lotus Domino, others			
Secure provisioning	✓	✓	✓	✓
Automated provisioning for mobile authenticators	✓		✓	

ADDITIONAL SERVICES OVERVIEW

Services	VASCO	RSA	SafeNet	Actividentity
Fullfillment services	✓			
Customization, branding and packaging	✓	Co-branding only		For selected models only
Professional services	✓	✓	✓	✓
Global presence	110 countries	✓	✓	✓

FORM FACTOR OVERVIEW

Form Factor	VASCO	RSA	SafeNet	Actividentity
OTP keyfob authenticator	✓	✓	✓	✓
PIN pad OTP authenticator	✓	✓	✓	✓
Transaction signing authenticator	✓			
EMV-CAP reader	✓			✓
PKI capable devices	✓		✓	✓
OATH authenticator	✓		✓	✓
USB token with smart card chip	✓	✓	✓	✓
Hybrid USB authenticator	✓	✓	✓	
Hybrid USB authenticator with storage	✓		✓	✓
Mobile token	✓	✓	✓	✓
Transaction signing on mobile phone	✓			
Flexible Card with OTP generator	✓	✓	✓	✓
Software authenticator	✓	✓	✓	✓
Smart Card reader with PIN pad	✓			✓
OTP delivery via SMS	✓	✓	✓	✓
Challenge/response authenticator	✓	✓	✓	✓

FUNCTIONALITY OVERVIEW

Functionality	VASCO	RSA	SafeNet	Actividentity
OTP Type	Time or event-based, OATH (time or event-based) Challenge/response	Time and event-based Challenge/response	Time and event-based OATH Challenge/response	Event-based OATH time or event-based Challenge /response
Token License	Hardware device lifetime (7+y) Software unlimited	Subscription based on 2, 3, or 5 Years	Device life time	Device life time
Supported OS	Windows 2003/2008/XP/Vista, Linux, RedHat, Ubuntu, SuSe, VMWare or appliance	Windows 2003/2008, Sun Solaris, RedHat, Linux, SuSe, IMB AXI, VMWare or appliance	Windows 2003/2008/XP/Vista, Linux, Fedora, Ubuntu, RedHat, SuSe	Windows 2000/2003/2008 /XP/Vista, Sun Solaris, IBM AIX, SuSe, RedHat, Linux or appliance
Supported Data Stores	Microsoft Active Directory, Microsoft SQL, PostgreSQL, IBM, Oracle, Novell eDirectory	Microsoft Active Directory, Microsoft SQL, Sun Java System Directory, Oracle, Novell eDirectory	Microsoft Active Directory, Microsoft SQL, ADAM, Novell eDirectory	Microsoft Active Directory, Microsoft SQL, Novell eDirectory, Sun SPARK, IBM pSeries, IBM Tivoli
LDAP Sync.	✓	✓	✓	✓
SOAP module	✓			✓
Remote access authentication	✓	✓	✓	✓
Authentication for Windows Login	✓	✓	✓	
SDK	✓			✓

USABILITY OVERVIEW

Usability	VASCO	RSA	SafeNet	Actividentity
Authenticator life time	7+ years for hardware, software unlimited	2,3 or 5 years (also software tokens)	7+ years (replaceable batteries)	6+ years
Expiration	No expiration	Forced expiration	No expiration	No expiration
Security	Password is only displayed at a push of a button, no shoulder surfing possible	Password is automatically displayed even when the device is not in use	Password is only displayed at a push of a button, no shoulder surfing possible	Password is only displayed at a push of a button, no shoulder surfing possible
Variety	Over 50 end-user devices; extensive hardware, software, mobile, and PKI	Limited hardware, software available, approximately 8 end-user devices	Approximately 12 end-user devices; limited OTP, mostly PKI-based	14 end-user devices; hardware, software, mobile, PKI

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