



VASCO

THE AUTHENTICATION COMPANY

Battle Card

How to Sell the VASCO Product Line

MARKET BACKGROUND

The Challenge: Static Passwords Do Not Provide Adequate Security

- Static passwords do not prove the identity of the remote 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 Opportunity: Market Demand for Strong Authentication

- More and more sensitive data and applications are made available online
- Proliferation of remote access from anywhere, at any time via VPN or the Internet

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

HOW TO IDENTIFY OPPORTUNITIES

SIX KEY PIECES to help identify YOUR IDEAL PROSPECT:

- Anywhere you see a static password used
- Confidential data
- Remote / Web Access
- Regulatory compliance / mandates for contractors
- Pairing technologies
- Pairing vendors

Pay attention to the sales leads that utilize pairing technologies:

- VPN and SSL-VPN
- Firewall
- NAS
- SSO
- Any RADIUS software or hardware
- Web applications, Intranets, Extranets
- Web mail
- SaaS applications
- Online portals
- Customer-facing web applications
- Online databases
- Online subscription services

Focus on key vendors:

- AEP Networks
- Checkpoint
- Citrix
- Cisco
- Imprivata
- Juniper Networks
- Microsoft OWA
- NETASQ
- Novell
- SonicWALL
- WatchGuard

Over 200 other compatible solution providers can be found at www.vasco.com/solutionpartners

VASCO'S PRODUCT LINE OVERVIEW

VASCO's solutions consist of server and client-side products, which together offer unique solutions to secure user login across all industries, applications, and platforms.

Server-Side Products:

DIGIPASS Pack - Prepackaged solution for small and medium-sized businesses that includes IDENTIKEY server software (Standard Edition) and DIGIPASS authenticators. Starts with just 5-user option.

www.digipasspack.com

IDENTIKEY - Robust authentication software server that offers modular design and multi-platform support. Appropriate for medium to large deployments for the enterprise and online application security.

- **Standard Edition** - a starter package; supports RADIUS protocol.
- **Gold Edition** - includes web filters and Citrix Web Interface support and 1 backup server.
- **Enterprise Edition** - includes desktop Windows Logon authentication and SOAP integration modules and up to 6 backup servers.

www.identikey.com

aXsGUARD - A line of authentication and Internet security appliances.

- **Identifier** - a dedicated authentication appliance suitable for deployments from 5-100,000 users.
- **Gatekeeper** - a remote access / authentication combo appliance designed for small and medium-sized businesses.

www.axsguard.com

Client-Side Products:

DIGIPASS - Individually assigned end-user tools for secure login.

www.vasco.com/digipass

- One-button hardware authenticators
- PIN-protected hardware authenticators
- Mobile authentication / SMS delivery
- Software-only authentication
- USB authenticator and PKI solutions
- Zero footprint solutions
- Electronic signatures

EXISTING CUSTOMER REFERENCES

Volvo, ING, PayPal, Rabobank, Leuven University Hospital, The Royal Belgian Football Association, Saint-Gobain Isover, BEBAT.

VASCO'S CORE DIFFERENTIATORS

VASCO's products are designed to accommodate diverse user populations and budgets while minimizing the integration effort and disruption of existing IT infrastructure. We offer:

- **Single backend platform** to support all client authentication tools
- **Hardware, software, and mobile** authentication options available in all installations
- **No forced expiration** on hardware authentication devices
- **Battery life of 7+ years** on most hardware authentication devices
- All VASCO's **future technologies** and devices **supported** in all existing installations

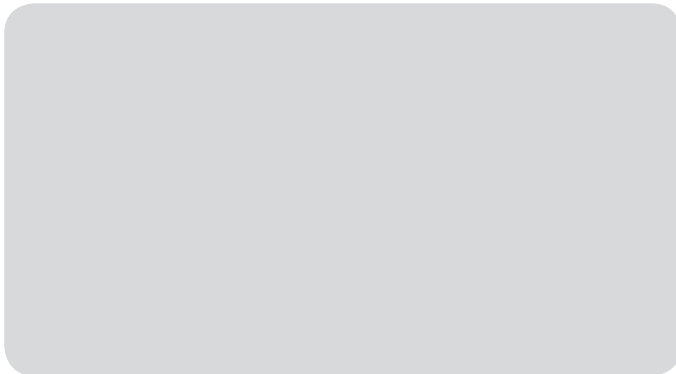
KEY TERMS

- **One-Time Password (OTP)** - a time-based or event-based, dynamic password that is generated by a hardware or a software device to securely authenticate a user
- **Two-Factor Authentication** - method of verifying a user's identity via electronic channels that includes at least two factors: something they know (a PIN) and something they have (a DIGIPASS).

MORE INFORMATION


Products	www.vasco.com/products
Case studies	www.vasco.com/casestudies
Tutorials and Podcasts	www.vasco.com/podcasts
Training	www.vasco.com/seal

VASCO AUTHORIZED DISTRIBUTOR



HOW TO MATCH CUSTOMERS WITH SOLUTIONS

Applications to secure	Pairing Vendors	Number Of Users	Existing Infrastructure	Products to use
SSL-VPN Firewall NAS Any RADIUS-capable software or hardware		5-500	YES	1) DIGIPASS Pack - Server and Client-Side Products included OR 2) aXsGUARD Identifier Appliance - Model AG3442 or AG5502 + Client-Side Products: DIGIPASS
Remote and Web access	Citrix Outlook Web Access IIS	5 - 500	YES	Server-Side Products: 1) IDENTIKEY Gold Edition - Includes optional web filters OR 2) aXsGUARD Identifier Appliance Model AG3442 or AG5502 + Client-Side Products: DIGIPASS
Remote and Web access	<ul style="list-style-type: none"> IBM Lotus Domino Novell Microsoft IAS Juniper SBR AEP Netilla Imprivata OneSign 	5 - 10,000+	YES	Server-Side Products: 1) Plug-ins & Integrated Solutions + Client-Side Products: DIGIPASS
Enterprise-wide remote access Online Business applications SaaS applications Online portals Any RADIUS-capable software or hardware LAN/Desktop access		500 - 100,000+	YES	Server-Side Products: 1) IDENTIKEY Enterprise Edition OR 2) aXsGUARD Identifier Appliance Model AG7552 and AG5502 + Client-Side Products: DIGIPASS
Complete Remote Access Solution: <ul style="list-style-type: none"> Anti-virus and anti-spam Authentication Content filtering E-mail server & web mail Internet connection Load balancing Network firewalling Reporting Network intrusion prevention SSL portal VPN & Remote Access 		5 - 500	NO	Server-Side Product: 1) aXsGUARD Gatekeeper Appliance + Client-Side Products: DIGIPASS



HOW TO CHOOSE FUNCTIONS AND END-USER OPTIONS

Form Factor	Functionality	Applicable for	DIGIPASS Device Type
Hardware	One-time password	User login	DIGIPASS GO series
	One-time password + e-signature	User login, transaction validation & document signing	DIGIPASS 200, 300, 500, and 700 series
	PKI	User login, transaction validation, document signing, e-mail signing and encryption, disk encryption	DIGIPASS PKI Keys, DIGIPASS CertiID
Software / Mobile	One-time password	User login & backup solution	Virtual DIGIPASS
	One-time password + e-signature	User login, transaction validation & document signing	DIGIPASS for Mobile, available for BlackBerry® and iPhone® models
Zero Footprint	One-time password + e-signature	User login, transaction validation & document signing	DIGIPASS for WEB