

A Layered Security Approach to Enable...

Consumers



Enterprises



Governments



Data Connectors Tech-Security Conference

Trusted Security For Less

Ernie Tarbox – Systems Engineer

Lin Metcalf – Enterprise Account Manager

We are Security Specialists...



- Top ten security software company with ~ \$100M in annual revenues
- Global reach with over 1700 customers in 60 countries
- Offices in the US, Canada, UK, Germany, China, Japan
- Industry pioneer and leader, with 460 employees and 110+ patents
- Best in class technology, service and support
- Founded in 1994, publicly-listed in 1998 (NASDAQ: ENTU)

Securing Digital Identities and Information...

schufa

ACXIOM[®]



Land Registry
Cymraeg



THE DOCUMENT COMPANY
XEROX[®]

usbank
Five Star Service Guaranteed

citi



 **Bank of New Zealand**

 **DIGITAL INSIGHT**[®]
an Intuit[®] company

CREDIT SUISSE



**Authentication &
Transaction Monitoring
Platform**



**Information
Protection
Platform**



**Public Key
Platform**

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Entrust Cost Savings Solutions:

- Entrust IdentityGuard
- Entrust Entelligence Messaging Server
- Entrust SSL Certificates

Agenda

- Three issues underscore the need to secure digital identities and information: risk mitigation, business enablement and compliance pressures.
- When data is lost or stolen, organizations incur both financial and brand damages.
- Organizations require greater information flow to customers, partners and employees faster and in real time to stay competitively viable.
- Regulatory agencies recognize the need to protect identities and information and have mandated certain requirements dictating the handling of sensitive information.
- Moreover, because of hackers, keystroke logging, phishing and other attacks which grant access to applications, perimeter security (anti-virus, firewall, etc.) is no longer enough to protect identities and information. Rather, organizations should have trusted security - often SSL, multifactor authentication, fraud detection, digital certificates and PKI - which strikes the right balance between affordability, expertise and service.

Solutions that Save Clients Money

- IdentityGuard: *In just over one year, an organization with 1000 users can **save over \$40,000** by switching from RSA SecureID tokens to Entrust IdentityGuard.*
- EMS: *Organizations that use secure electronic statement delivery can **reduce their printing and mailing costs by 90%** or more.*
- SSL Certificates: ***Entrust SSL Certificates** are priced nearly **65% less than the Industry leader**, for the same quality, standards-based technology.*

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Entrust IdentityGuard

IdentityGuard Overview

- **Range of authenticators** in a single versatile platform
- **Single point of policy** streamlines administration
- **Five Applications** for Authentication:
 - Remote VPN Access
 - Desktop Log In
 - Outlook Web Access
 - Extranets/Web Applications
 - Wireless Network Access



Broadest Range of Authenticators in Market



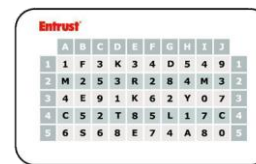
Machine



IP Geo



Token



Grid

Number	Passcode
00001	A 3 U D S T 2 3
00002	7 5 G R K Y F Z
00003	H 5 D J 9 7 D C
00004	G H G I 5 R 4 E

Scratch Pad

User Transparent

Physical Form Factors



Username & Password

Web based



Knowledge



Out-of-Band

Mobile Devices




**Picture + Caption
Replay**

Mutual Auth




SSL VPN: Juniper



**Welcome to the
Instant Virtual Extranet**

username This is a custom sign-in page for the demo !!

password



**Welcome to
Customized Portal**

Entrust IdentityGuard Authentication

Please Enter the response for IdentityGuard challenge [A5] [J4] [H1] in the box below.

If you have misplaced your IdentityGuard card, please type the temporary PIN given to you by your administrator into the box below.

Enter IdentityGuard Values:

IdentityGuard: Low TCO / High ROI

- Perpetual licensing model (no renewal costs)
- Hardware not required: Optional \$5 Tokens / \$2 Printed Grid Cards

Year One Cost*

Server License - \$15,000

Backup Service License
- \$7,500

User Licenses - \$8 per
user

Support – 18% of
software costs

= \$36,000

* MSRP for 1000 user
environment

Year Two Cost

Support – \$5,500

Year Three Cost

Support - \$5,500

Target Verticals

HealthCare

Application

- Web Portals for Doctors
- VPN access for remote employees
- Address HIPAA compliance
- VPN to communicate physician transcripts to and from billing departments and transcriptionists

Retail

Application

- Address PCI compliance
- Secure VPN access for remote employees
- Establish customer confidence in web portals
- Enable customers to purchase via the web

Gov't

Application

- 'In Field' Police Officers can securely access the network to file reports and log case information
- Secure Web Portal for employees: access Pay stubs, Pension benefit statements and gross/net pay scenarios
- Secure Information at the Desktop



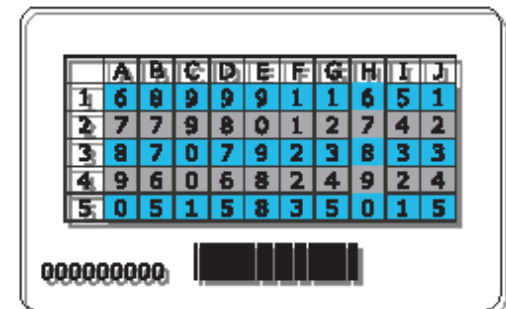
Customer Deployment Scenarios U.S. Treasury Department

Customer Challenge:

- Provide secure access for 530,000 plus employees and customers
- Strong 2nd factor security
- Easy to use with minimal training and maintenance

Solution:

- Leveraging grid authentication option
- Addressing issue of visually impaired with Braille grids



The screenshot shows a Windows Internet Explorer browser window titled "TreasuryDirect: Access Card Tutorial - Windows Internet Explorer". The address bar shows the URL "http://www.treasurydirect.gov/indiv/help/TDTutorial/tutorial.htm". The page content includes the TreasuryDirect logo and the title "ACCESS CARD TUTORIAL". The main heading is "Introducing the TreasuryDirect Access Card ...". The text explains that as technology changes, the security of personal information is paramount. It introduces the Access Card as an added layer of security. The page lists two steps for using the card: Step 1 involves entering account number and password on the "Access Your TreasuryDirect Account" page, and Step 2 involves verifying the card serial number. A "See How It Works" button is located at the bottom of the text area. The browser's taskbar at the bottom shows several open applications, including Calendar, IdentityGua..., Driving Dire..., TreasuryDir..., Windows Liv..., and C:\Documen..., along with the system clock showing 6:08 AM.

TreasuryDirect® ACCESS CARD TUTORIAL CLOSE WINDOW

Introducing the TreasuryDirect Access Card ...

As technology changes and the Internet continues to evolve, we consider the security of your personal identity information and financial investments to be of the utmost importance and we're dedicated to providing a secure environment for you.

We're introducing an Access Card for TreasuryDirect to provide an added layer of security to help protect our customers. The card will help us confirm the account holder's identity and help the customer verify that he or she is on the authentic TreasuryDirect website.

We are in the process of distributing Access Cards to our customers. Upon receipt of your Access Card, you will need to use it each time you log into your account.

Step 1: Enter your account number and password on the "Access Your TreasuryDirect Account" page and click the Enter button as you do today.

Step 2: Verify your Access Card serial number; then, enter the information we request from your Access Card in the corresponding boxes on the web page to access your account.

[See How It Works >>](#)

TreasuryDirect: Access Card Tutorial - Windows Internet Explorer

http://www.treasurydirect.gov/indiv/help/TDTutorial/access_account.htm

Google | north perimeter atlanta, ga | Go | Bookmarks | 20 blocked | Check | AutoLink | AutoFill | Send to | westin | north | perimeter | atlanta | ga | Settings

TreasuryDirect: Access Card Tutorial

TreasuryDirect® ACCESS CARD TUTORIAL


[CLOSE WINDOW](#)
[TUTORIAL HOME](#)

Access Your TreasuryDirect Account

Account Number:

Password:

Access your TreasuryDirect Account by entering your Account Number and Password



[PREVIOUS](#) [NEXT](#)

Done

Internet 100%

start | Calendar | IdentityGua... | Driving Dire... | TreasuryDir... | Windows Liv... | C:\Documen... | ATL Lunch n... | 6:08 AM

TreasuryDirect: Access Card Tutorial - Windows Internet Explorer

http://www.treasurydirect.gov/indiv/help/TDTutorial/access_account.htm

Google | north perimeter atlanta, ga | Go | Bookmarks | 20 blocked | Check | AutoLink | AutoFill | Send to | westin | north | perimeter | atlanta | ga | Settings

TreasuryDirect: Access Card Tutorial

TreasuryDirect® ACCESS CARD TUTORIAL

[CLOSE WINDOW](#)
[TUTORIAL HOME](#)

Access Your TreasuryDirect Account

Account Number:

Password:

0 4 2 1 6 5 7 9 3 8
% _ (/) | . | ' *) :
= + ! \$ [? ^ ~ - . " &
: { @ ' # Backspace Clear
U O Q R P I W E T Y
J G D S L H A K F
Z C B N X V M

Enter Click the Enter Button

[PREVIOUS](#) [NEXT](#)

start | Calendar | IdentityGua... | Driving Dire... | TreasuryDir... | Windows Liv... | C:\Documen... | ATL Lunch n... | Internet | 100% | 6:10 AM

TreasuryDirect: Access Card Tutorial - Windows Internet Explorer

http://www.treasurydirect.gov/indiv/help/TDTutorial/access_understand.htm

Google | north perimeter atlanta, ga | Bookmarks | 20 blocked | Check | AutoLink | AutoFill | Send to | westin | north | perimeter | atlanta | ga | Settings

TreasuryDirect: Access Card Tutorial

TreasuryDirect® ACCESS CARD TUTORIAL

CLOSE WINDOW
TUTORIAL HOME

Understanding Your Access Card

Using your Access Card, select the valid serial number and enter the three values that correspond with the grid coordinates that are displayed.

	A	B	C	D	E	F	G	H	I	J
1	6	A	X	N	9	H	1	6	5	B
2	T	7	9	F	0					
3	8	Y	E	M						
4	D	Z	0	6						
5	0	J	1	5	P					

2 →

C ↓

Find the value that corresponds with the grid coordinates displayed

067429321
Serial Number

PREVIOUS NEXT

Internet 100%

start | Calendar | IdentityGua... | Driving Dire... | TreasuryDir... | Windows Liv... | C:\Documen... | ATL Lunch n... | 6:11 AM

TreasuryDirect: Access Card Tutorial - Windows Internet Explorer

http://www.treasurydirect.gov/indiv/help/TDTutorial/access_complete.htm

Google | north perimeter atlanta, ga | Go | Bookmarks | 20 blocked | Check | AutoLink | AutoFill | Send to | westin | north | perimeter | atlanta | ga | Settings

TreasuryDirect: Access Card Tutorial

TreasuryDirect® ACCESS CARD TUTORIAL

CLOSE WINDOW
TUTORIAL HOME

Access Your TreasuryDirect Account >>> Access Card

Please select your Access Card serial number.

067429321

Enter your Access Card values that correspond with the grid coordinates displayed.

C2 D5 A4

● □ □

	A	B	C	D	E	F	G	H	I	J
1	6	A	X	N	9	H	1	6	5	B
2	T	7	9	F	0	1	U	7	4	2
3	8	Y	E	7	M	2	3	8	K	3
4	D	Z	0	6	8	E	4	S	2	L
5	0	J	1	P	3	S	W	T	5	

Enter

067429321

PREVIOUS NEXT

Done

Internet 100%

start | Calendar | IdentityGua... | Driving Dire... | TreasuryDir... | Windows Liv... | C:\Documen... | ATL Lunch n... | 6:11 AM

TreasuryDirect: Access Card Tutorial - Windows Internet Explorer

http://www.treasurydirect.gov/indiv/help/TDTutorial/access_welcome.htm

Google north perimeter atlanta, ga

TreasuryDirect: Access Card Tutorial

TreasuryDirect® ACCESS CARD TUTORIAL CLOSE WINDOW
TUTORIAL HOME

Access Your TreasuryDirect Account >>> Welcome Page

Once you have entered the correct Access Card values, your TreasuryDirect welcome page will be displayed.

TreasuryDirect Help Logoff

[What's New](#) [Contact Us](#)

My Account BuyDirects Current Holdings ManageDirects Account Info History Investor InBox Gift Box

Welcome to Your Account Summary, Mike Mike: X-XXX-XXX-XXX

Your last login was 04-11-2006 2:00 p.m. ET

Buy and manage your U.S. Treasury securities online.

Important message:
- Please use the buttons and links we've provided on each page. Using your browser to navigate (including the back, forward, and refresh buttons) will end your session. For security reasons, we recommend you close your Web browser when you are finished accessing your account.

You have 2 message(s) in your [Investor InBox](#).

Your Current Securities Total: \$939,125.00
Your Gift Box Total: \$163.00
Your Zero-Percent C of I Total: \$15.25

Primary Account Information

Current Holdings

Security Type	Amount
Bills, Notes, Bonds, TIPS	\$879,000.00
Savings Bonds	\$60,125.00
Zero-Percent C of I	\$15.25

Purchase Express

Product Type: -- Select a product --

Amount: \$

Buy Now

[Learn more about Purchase Express.](#)

[View recent auction results.](#)

[Learn more about Security Features and Protecting Your Account.](#)

PREVIOUS

Done

Internet 100%

start Calendar IdentityGua... Driving Dire... TreasuryDir... Windows Liv... C:\Documen... ATL Lunch n... 6:12 AM

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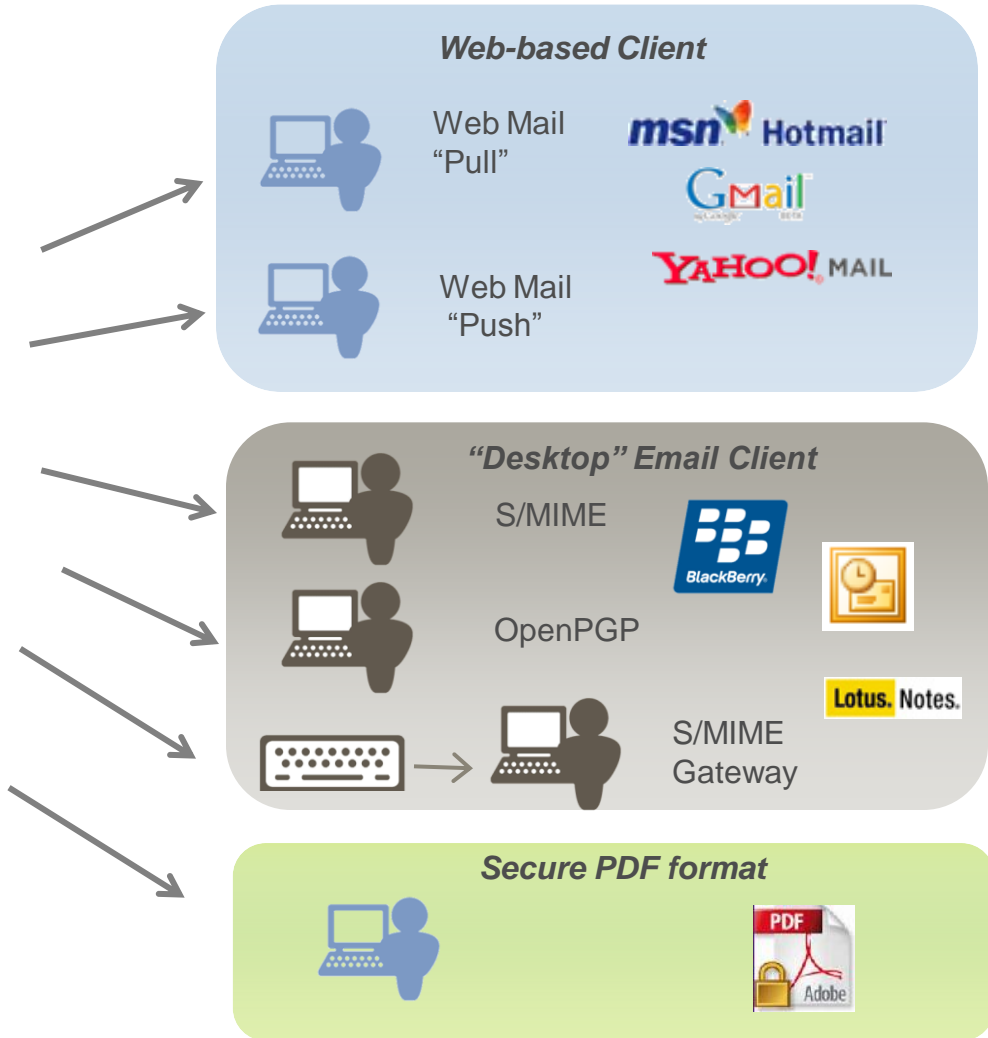


Governments

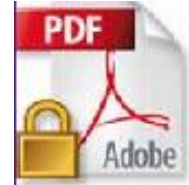


Entrust Entelligence Messaging Server (EMS)

EMS Overview: Flexible Delivery Options



Secure PDF delivery



- eStatements can reduce mailing and printing costs by **90%**
- Email encryption for all types of systems:
 - Microsoft Outlook
 - Lotus Notes
 - RIM BlackBerry
 - Webmail
- Electronically deliver sensitive statements:
 - Payroll Statements
 - Invoices
 - Insurance Claims
 - 401k Statements



Logged In: steve.duncan@entrust.com

Help Sign Out

Secure PDF Registration

You must choose a password that will be used to secure your information.

Secure PDF Password

To register your Secure PDF password enter the required information. Click Save to submit your changes.

* New Password

* Confirm New Password

Password Rules

- ✓ Password must be at least 8 character(s) long
- ✓ Password must contain an uppercase character
- ✓ Password must contain a lowercase character
- ✓ Password must contain a numeric character
- ✓ Password must contain a non-alphanumeric character
- ✓ Password and confirm password must match
- ✓ Password cannot contain the email address

Save

Inbox - Microsoft Outlook

File Edit View Go Tools Actions Conferencing Help

New Reply Reply to All Forward Send/Receive Find Karen Platt

Schedule a Live Meeting Schedule a Conference Call Search

Mail

Favorite Folders

- Inbox (4)
 - Unread Mail
 - For Follow Up
 - Sent Items

All Mail Folders

- Mailbox - Steve Duncan
 - Deleted Items (8)
 - Demo Inbox (1)
 - Drafts
 - Inbox (4)**
 - Junk email
 - Junk E-mail
 - Outbox
 - Sent Items
 - Search Folders
 - For Follow Up
 - Large Mail
 - Unread Mail
- New Personal Folders
 - Deleted Items
 - Files

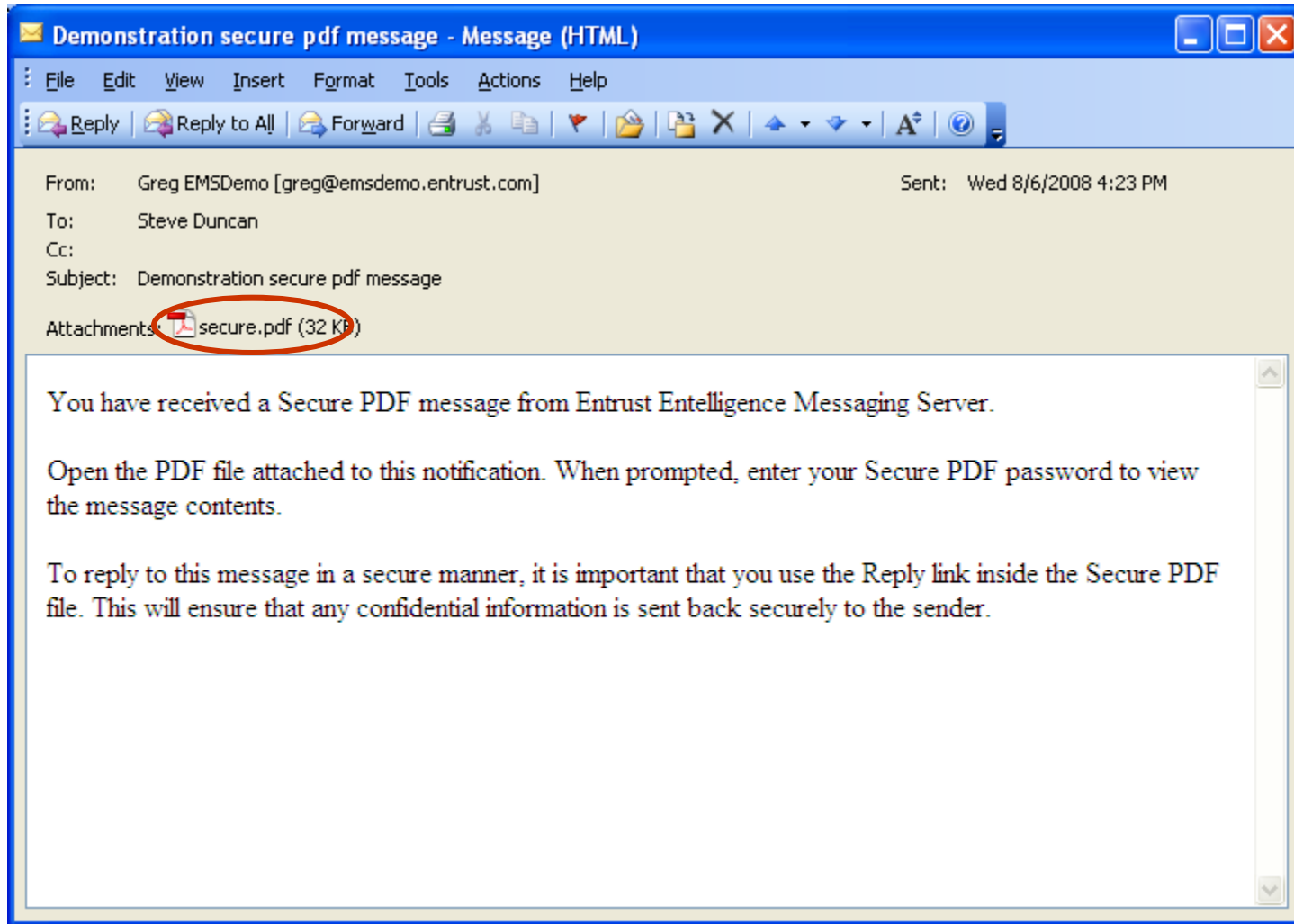
Inbox

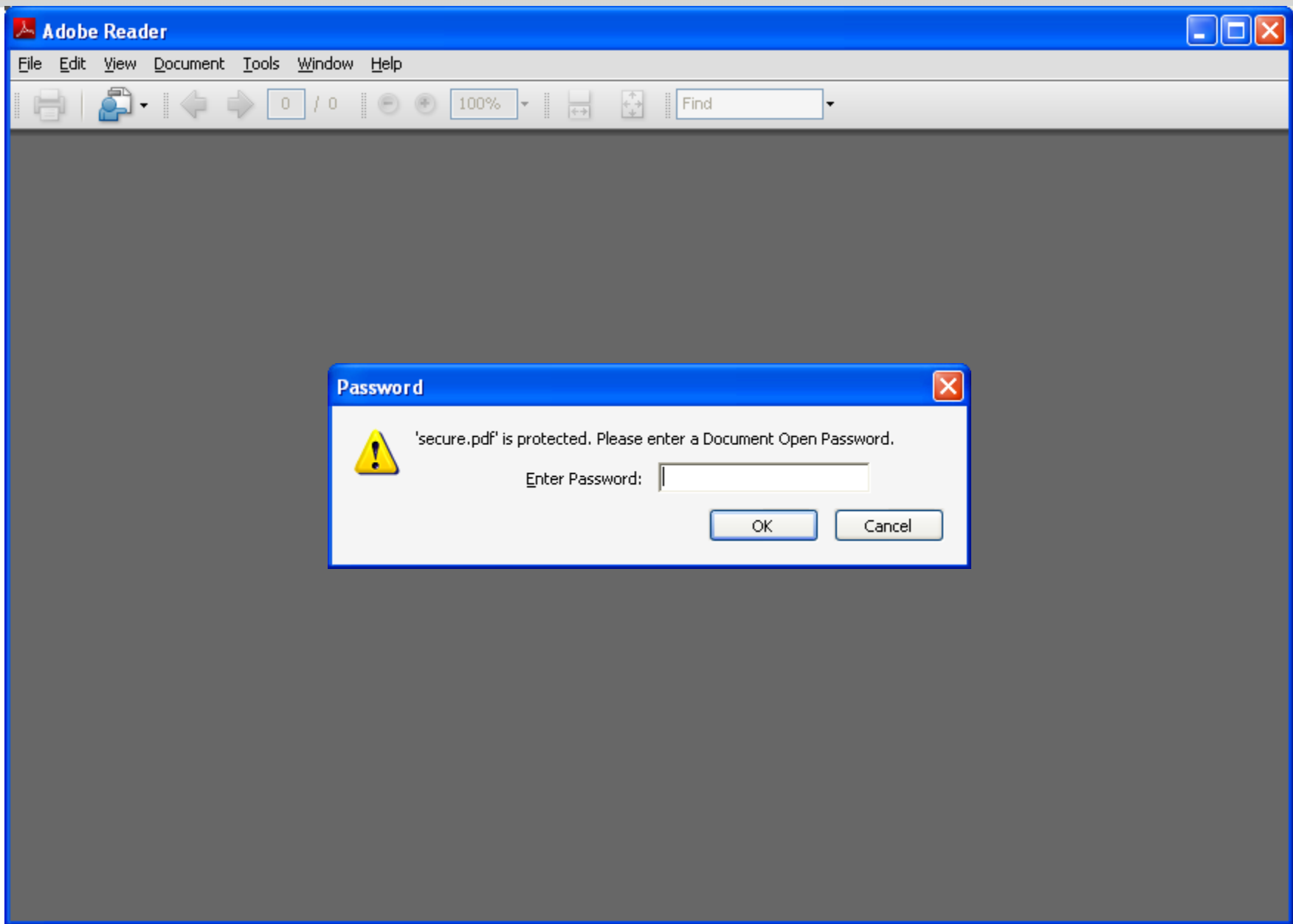
Date

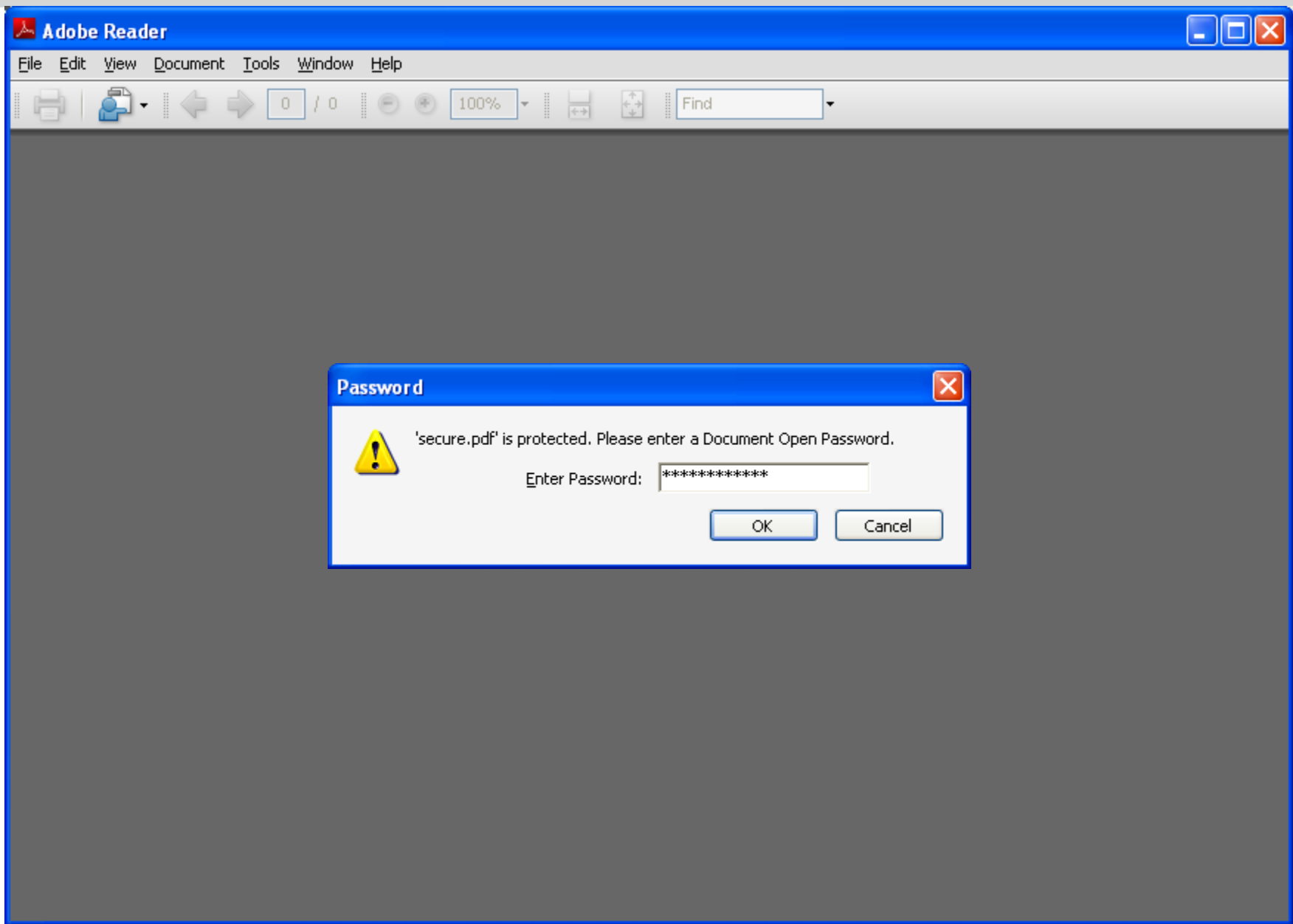
From	Subject	Received	Size
Date: Today			
Greg EMS...	Demonstration secure pdf message	Wed 8/6/2008 4...	38 KB
You have received a Secure PDF message from Entrust Entelligence Messaging Server. Open the PDF file attached to this notification. When prompted, enter your Secure PDF password to view the message contents.			
Todd Ebert	FW: Orchestria	Wed 8/6/2008 4:2...	28 KB
From: Steve Duncan Sent: Wednesday, August 06, 2008 3:21 PM			
Greg EMSD...	Choose a secure PDF password	Wed 8/6/2008 4:2...	6 KB
This is an automated message sent to you because greg@emsdemo.entrust.com attempted to send you a secure, encrypted e-mail message. The software used by the sender requires that			
Jeremy Bo...	RE: EMS on VMWare (again)	Wed 8/6/2008 4:1...	26 KB
Hi there I thought you might be interested in the customers response on this. Regards			
DJ Parent	FW: Audible Testing - 1000 Innovation Dr.	Wed 8/6/2008 4...	13 KB
Steve Nev...	RE: Red Hat Enterprise License	Wed 8/6/2008 3...	12 KB
Maybe 3 From: Steve Duncan Sent: Wednesday, August 06, 2008 3:36 PM			
Steve Neville	RE: Red Hat Enterprise License	Wed 8/6/2008 3:3...	10 KB

37 Items

All folders are up to date. Connected







secure.pdf (SECURED) - Adobe Reader

File Edit View Document Tools Window Help

1 / 1 85.5% Find

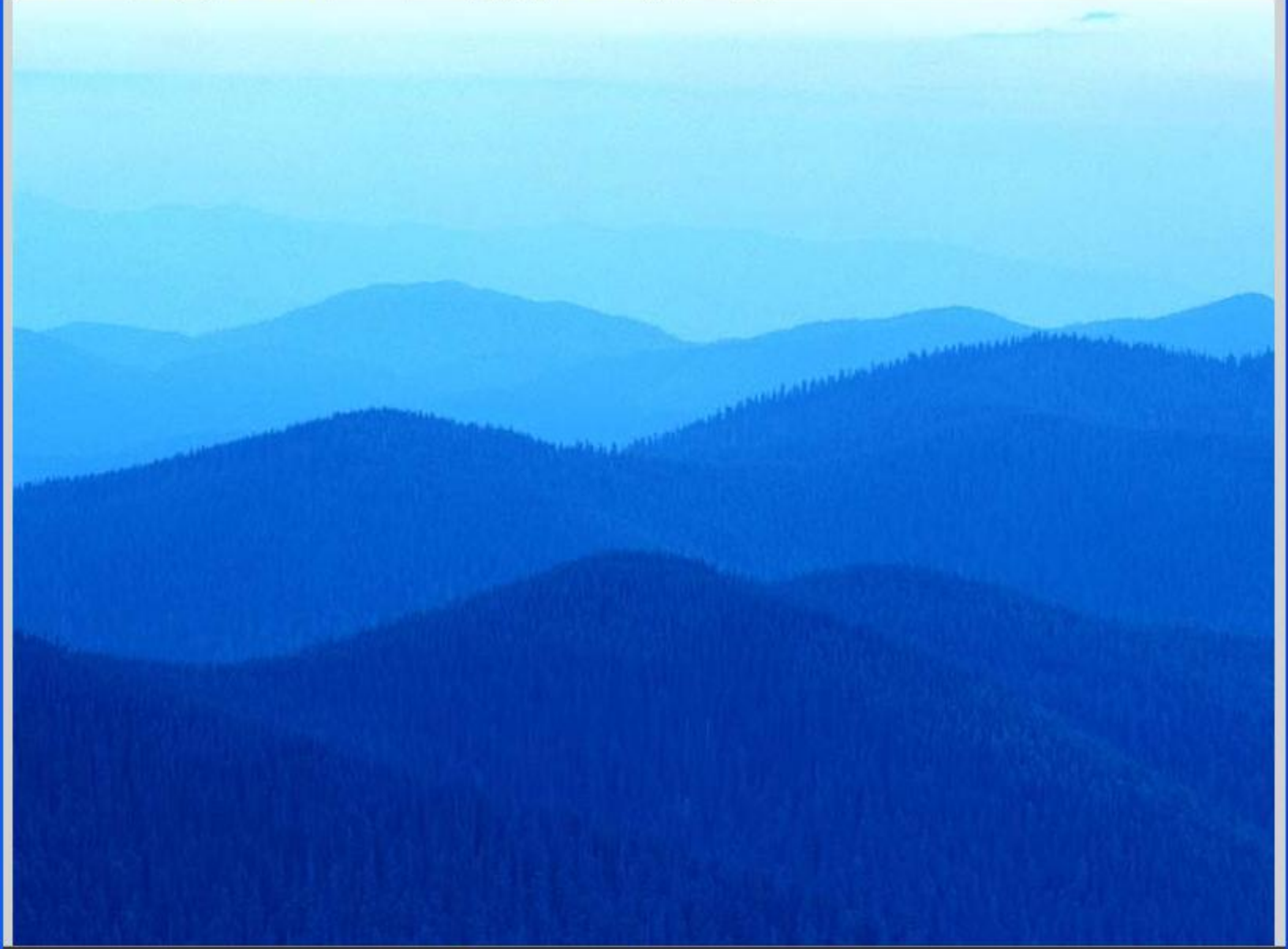
Entrust Securing Digital Identities & Information

From: Greg EMSDemo <greg@emsdemo.entrust.com>
To: steve.duncan@entrust.com
Subject: Demonstration secure pdf message
Date: August 6, 2008 4:22:43 PM EDT

Attachments: *Double-click files to open...*
[Blue hills.jpg \(38 KB\)](#)

Secure Actions: [Reply](#)

As requested, here is a demonstration Secure PDF message.



secure.pdf (SECURED) - Adobe Reader

File Edit View Document Tools Window Help

1 / 1 85.5% Find

Entrust Securing Digital Identities & Information

From: Greg EMSDemo <greg@emsdemo.entrust.com>
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Subject: Demonstration secure pdf message
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Attachments: *Double-click files to open...*
[Blue hills.jpg \(38 KB\)](#)

Secure Actions: [Reply](#)

As requested, here is a demonstration Secure PDF message.

Logged In: steve.duncan@entrust.com

Help Sign Out

Send Message Secure Reply

Use a comma (,) to separate multiple e-mail recipients.

To:

greg@emsdemo.entrust.com

Cc:

[Empty text box]

Bcc:

[Empty text box]

Subject:

RE: Demonstration secure pdf message

Attachment(s):

Attach a file

Hey Greg,
Thanks for that picture of the Blue Hills|

-----Original Message-----

From: greg@emsdemo.entrust.com
To: steve.duncan@entrust.com
Subject: RE: Demonstration secure pdf message

Target Verticals

HealthCare

Application

- Address HIPAA compliance
- Remote medical staff digitally sign and submit time cards
- Employees able to email critical customer and patient info to external business partners, Healthcare providers and practitioners

Utilities and Insurance Organizations

Application

- Securely deliver customer statements
- Quickly and cost effectively deliver electronic insurance quotes

State and Local Gov't

Application

- Gov't employees can timestamp and securely send encrypted emails
- Field officers with limited broadband access can complete field reports, digitally sign them and file them securely over the internet
- Enable electronic delivery of sensitive forms to state constituents

A Layered Security Approach to Enable...

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Entrust SSL Certificates

Cost Effective SSL Certificates

- Two Year Entrust SSL Certificate is **65% less** than the leading provider
 - Entrust: \$159 per 2 year certificate
 - Verisign: ~ \$500 per 2 year certificate
- Certificates are recyclable (minimum purchase of 5 certs)
- 98% Customer Renewal Rate

Book flights and plan trips at Delta.com - Windows Internet Explorer

https://www.delta.com/booking/pricedItineraries.do?dispatchMethod=doPricedItineraries&hiddenFieldsId=Z9Hds0i8sm2bN04&checksum=414336575&cacheKey=Z9Hds0i8sm2bN04

westin north perimeter atlanta, ga

Google | north perimeter atlanta, ga | Bookmarks | 20 blocked | Check | AutoLink | AutoFill | Send to

Book flights and plan trips at Delta.com

DELTA

Home | Profile | Need Help? | Contact Us | Site Map

Search

→ Delta & Northwest Merger FAQs

Log In

SkyMiles WorldPerks

SkyMiles # PIN

Remember my SkyMiles number
Forgot your SkyMiles # or PIN?
SkyMiles Enrollment

Go

Planning & Reservations | **Traveling & Check-in** | SkyMiles®

1 Search Flights | 2 Select Trip | **3 Review/Purchase** | 4 Done

No Thanks (X)

QUESTIONS?
Agents available now.
Chat Live

Review and Purchase

Your Flight Selection:

Outbound: Chicago-Midway, IL (MDW) to New York-La Guardia, NY (LGA) on Wed, 03 Dec 2008
Return: New York-La Guardia, NY (LGA) to Chicago-Midway, IL (MDW) on Fri, 05 Dec 2008

Total balance due (including taxes/fees): **\$267.00**

Choose Your Seats

Passenger Information

Prefix First name Last name Suffix Airline Program¹ Frequent Flyer #¹ Seat

Delta Air Lines/SkyMiles

The passenger is 14 or under, and agrees to the [child travel guidelines and restrictions](#).

¹ This will be the recognized frequent flyer number and airline for any [mileage accrual](#) and [upgrade benefits](#).

If your company is a **SkyBonus®** program member, enter the number here:
(i.e. US123456789)

Contact Information

This information will only be used to contact you about this reservation.

Telephone Telephone type Alternate telephone Telephone type Alternate telephone Telephone type

Cell Cell Cell

Email my **confirmation & receipt**

Done

Internet 100%

start | Inbox - Mic... | IdentityGua... | Driving Dire... | Book flights ... | Windows Liv... | C:\Documen... | ATL Lunch n... | 6:18 AM

The screenshot shows a web browser window displaying the Delta.com booking process. The main page is titled "Review and Purchase" and shows flight details for a round trip from Chicago to New York. A "Certificate" dialog box is open, displaying the following information:

- Certificate Information**
- This certificate is intended for the following purpose(s):
 - Ensures the identity of a remote computer
- * Refer to the certification authority's statement for details.
- Issued to:** www.delta.com
- Issued by:** VeriSign Class 3 Secure Server CA
- Valid from:** 8/1/2007 to 8/1/2009
- Buttons: Install Certificate..., Issuer Statement, OK

The background page includes a "Log In" section with SkyMiles and WorldPerks options, a "Review and Purchase" section with flight details, and a "Passenger Information" section with fields for name, airline program, and frequent flyer number. The "Contact Information" section is also visible at the bottom.

Entrust[®] Securing Digital Identities & Information

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Thank you!