

A Layered Security Approach to Enable...

Consumers



Enterprises



Governments



## Data Connectors Tech-Security Conference

### Trusted Security For Less

Ernie Tarbox – Systems Engineer

Scott Wolf – 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

# Securing Digital Identities and Information...

schufa

ACXION<sup>®</sup>



Land Registry  
Cymraeg



THE DOCUMENT COMPANY  
**XEROX**<sup>®</sup>

**usbank**  
Five Star Service Guaranteed

**citi**



 **Bank of New Zealand**

 **DIGITAL INSIGHT**<sup>®</sup>  
an Intuit<sup>®</sup> 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

## 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



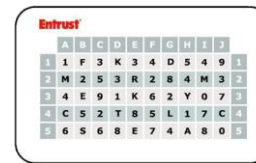
Machine



IP Geo



Token



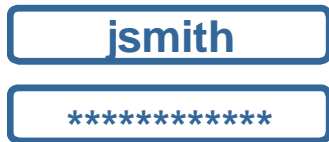
Grid

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



Knowledge



Out-of-Band



Picture + Caption  
Replay




**Web based**

**Mobile Devices**

**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:

## Still using the same authentication method from 10 years ago? On your 2<sup>nd</sup> or 3<sup>rd</sup> renewal?

- Perpetual licensing model (no renewal costs)
- Hardware not required: Optional \$5 Tokens / \$2 Printed Grid Cards
- Keeping your existing system is costing you?



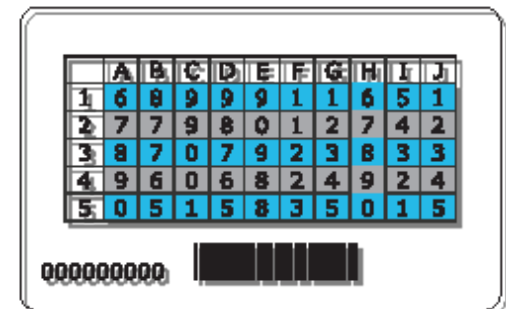
## Customer Deployment Scenarios U.S. Treasury Department

### Customer Challenge:

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

### Solution:

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



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	

067429321

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

Enter

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](#) [BuyDirect](#) [Current Holdings](#) [ManageDirect](#) [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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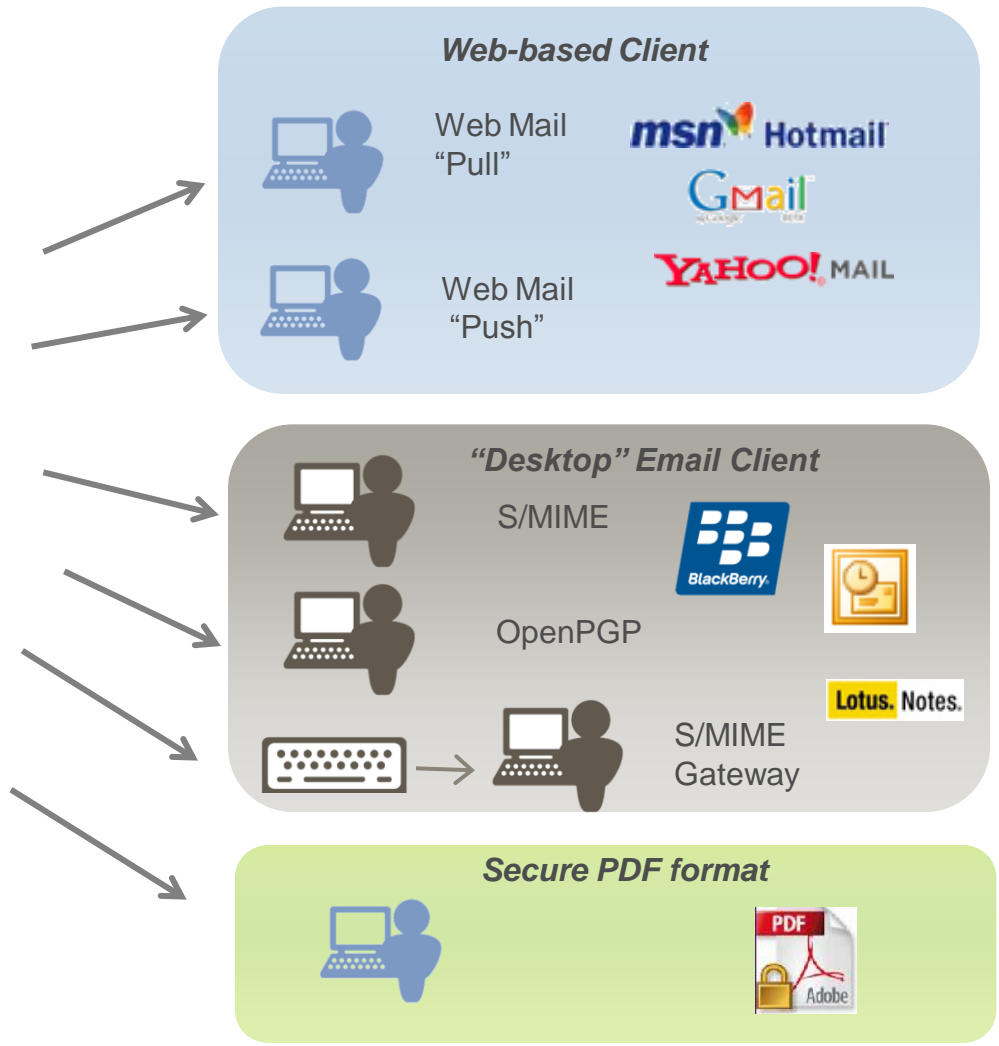


Governments

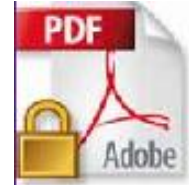


## Entrust Entelligence Messaging Server (EMS)

# 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

Input field for New Password (masked with dots)

\* Confirm New Password

Input field for Confirm New Password (masked with dots)

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

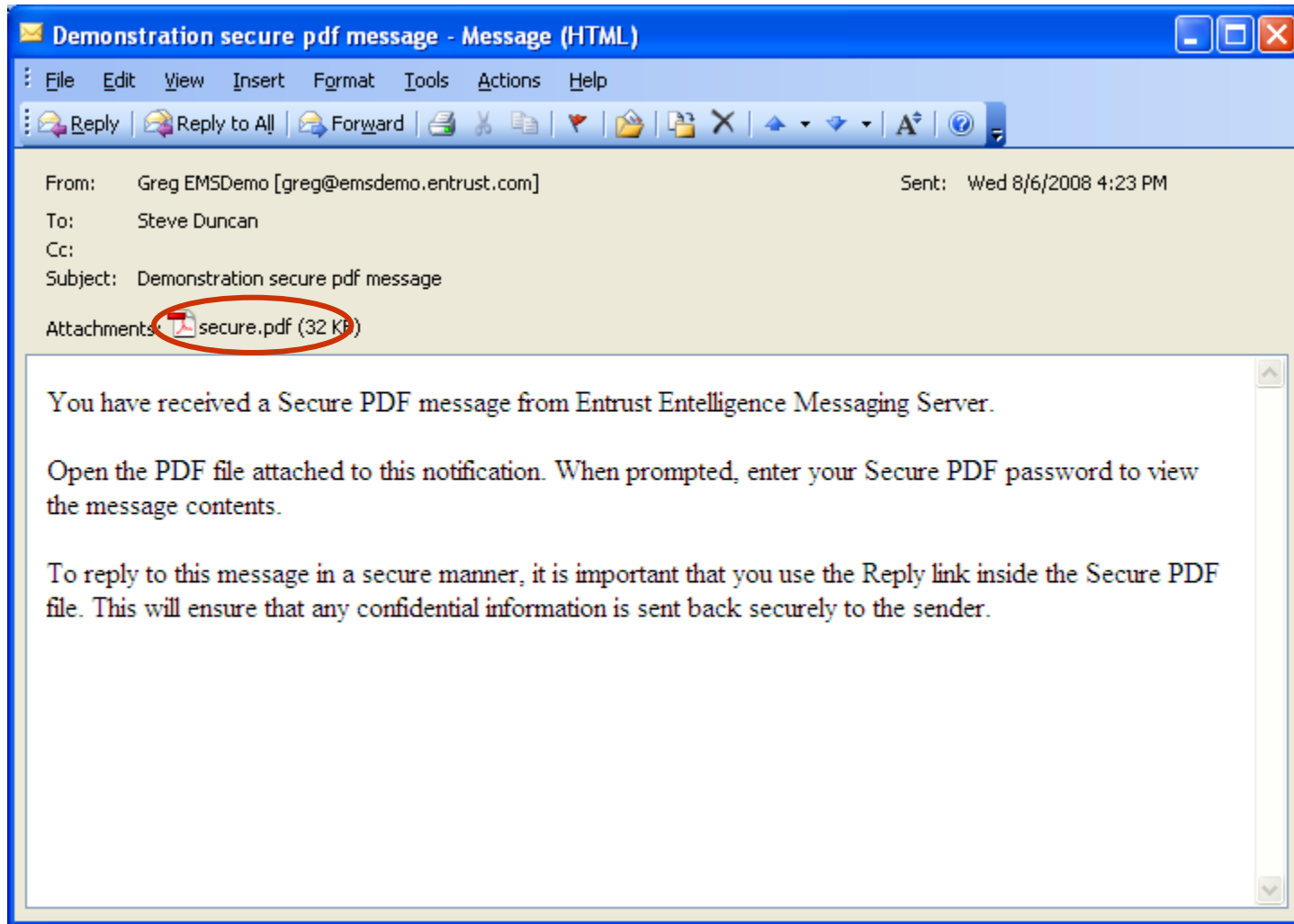
**Inbox**

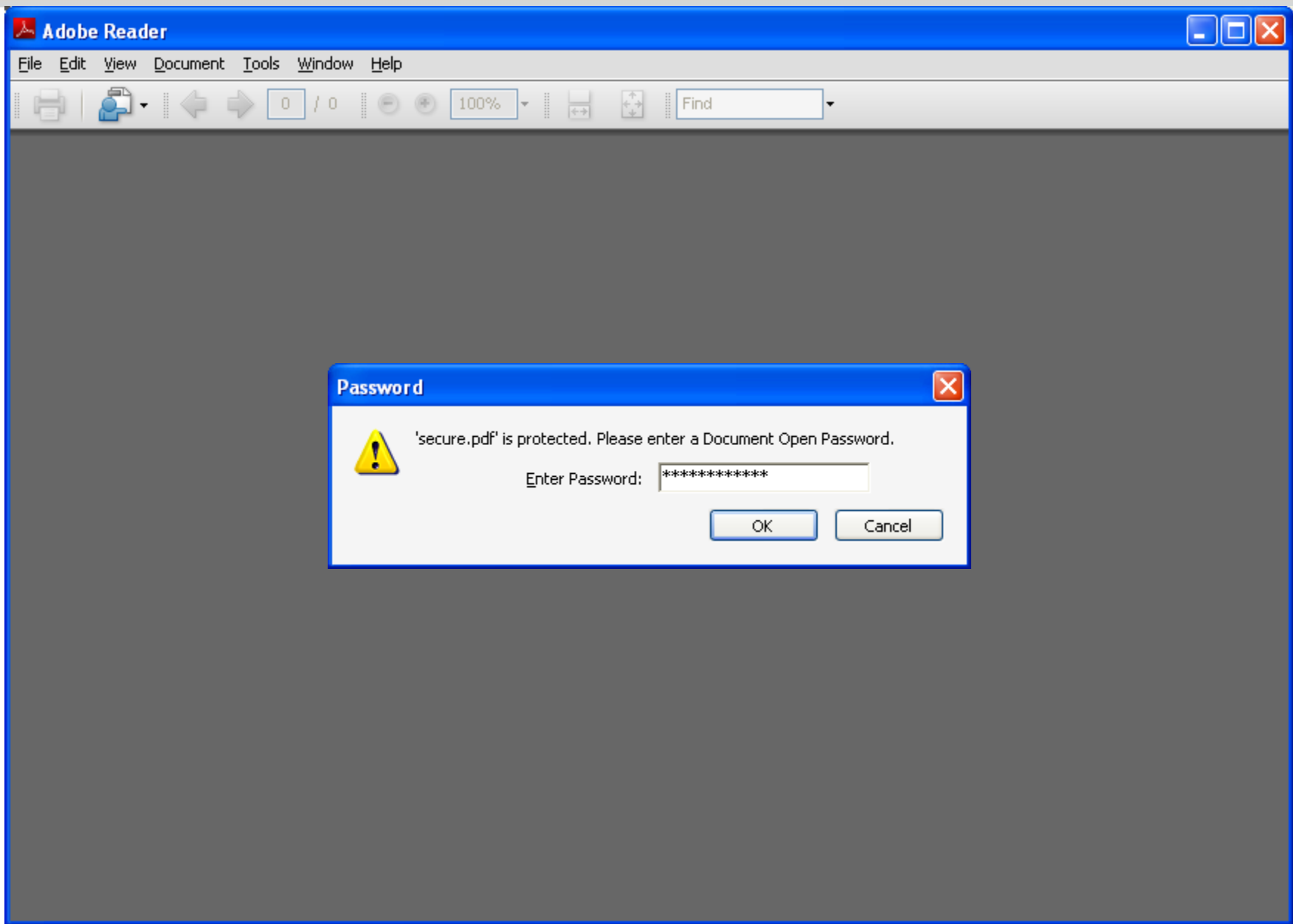
Date

From	Subject	Received	Size
<b>Date: Today</b>			
Greg EMS...	<b>Demonstration secure pdf message</b>	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

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---

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

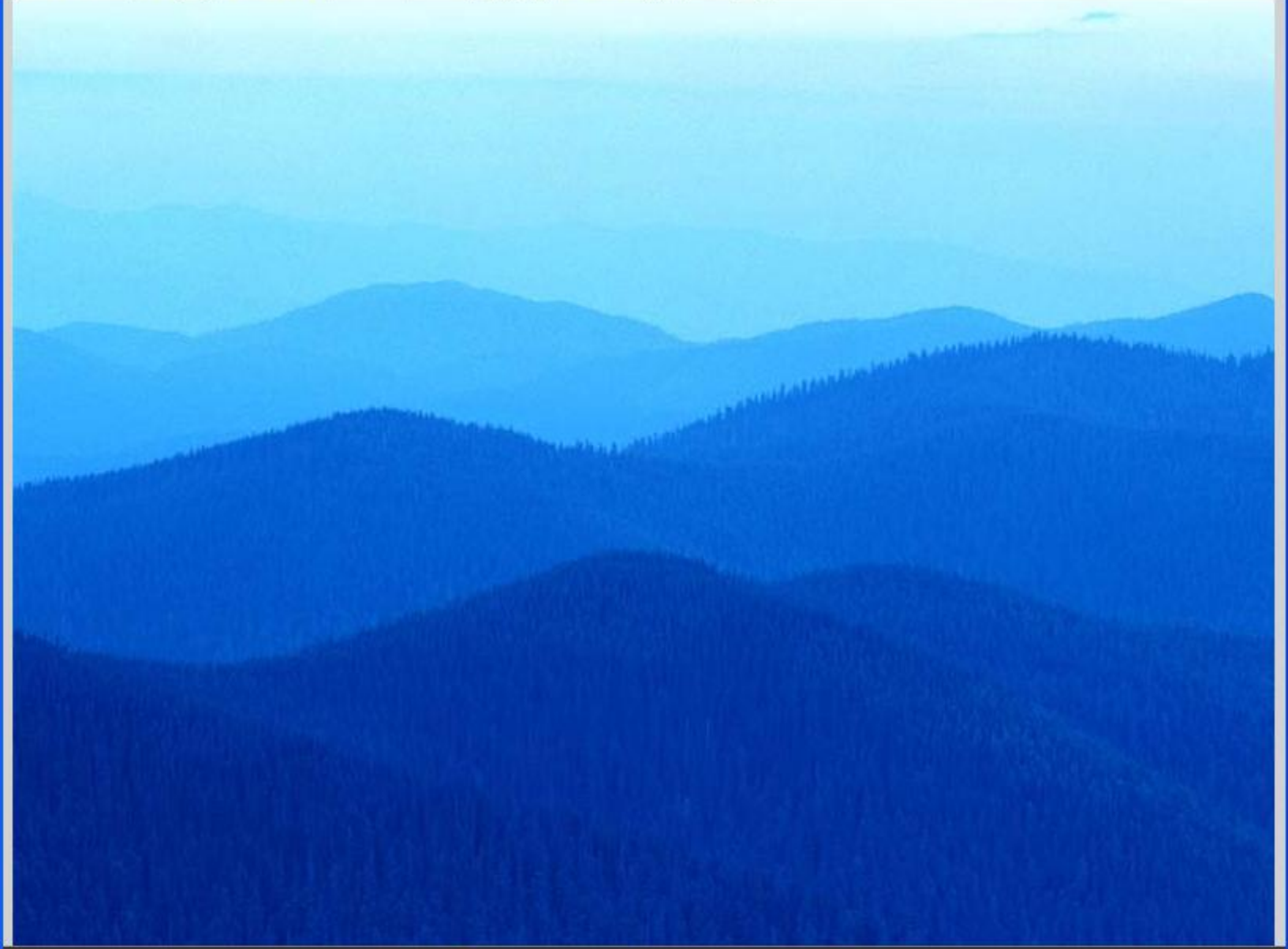
---

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>  
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.

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 input field]

Bcc:

[Empty input field]

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

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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

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 Program<sup>1</sup> Frequent Flyer #<sup>1</sup> Seat

Delta Air Lines/SkyMiles

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

<sup>1</sup> 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, a "Review and Purchase" section with flight details, and a "Passenger Information" section with fields for name, airline program, and contact information.

# **Entrust**<sup>®</sup> Securing Digital Identities & Information

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**Thank you!**