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EUTRONSEC

Professional solution for IT Security

Eutronsec is entirely devoted to developing and marketing e-business solutions for Information security. By reserving special attention to technological excellence as well as mechanical and logic security, in proportion with productive standards, Eutronsec keys are ahead of the times and have anticipated new information ages, often leading the way for the ICT managers in their choices of external and internal security. Eutronsec hardware devices, through biometric recognition, smart card handling, ASIC chips, OTP (One-Time-Password), flash memory and RFID, combined with one another, satisfy secure access requirements to PCs, VPNs, networks and the web; secure, signed and encrypted email; file and disk encryption; digital signature (X509 certificates); storage of passwords, personal data and applications; protection of software applications and pdf documents.

BACKGROUND

The company was established in 1987 and soon became a leading Italian stronghold in the sector of dongles designed to protect intellectual property against widespread software piracy. Starting from this physical security concept, Eutron Infosecurity, the previous brand name which was abandoned at the beginning of 2007, moved on to offer a wide range of units covering all requirements for authentication and protection of confidential data in all the chief configurations on the market. Eutronsec inherits from Itema group, under whose aegis it remained for 10 years, and especially from former affiliate Eutron Spa, an impressive know-how in the area of industrial electronics, from designing to production engineering, from planning to direct production.

In 2006 Eutronsec is taken over by Selesta Spa, an ICT company which has been active on the market for 25 years, supported by a widespread organization in Italy as well as by a pole in the USA, where it screens businesses and related applications to be integrated into wider solutions devoted first of all to the banking and insurance sectors. The synergy between Eutronsec-branded security products and Selesta distribution network has generated an excellence competence center, increasing the penetration of the financial sector.

In 2007 Eutronsec is officially established as a joint-stock company; in the following months it terminates Selesta's shareholding agreement for the inclusion of new majority stake investors; the majority stake is held by Digitalia, a stockholding corporation specializing in high tech and controlling partner of Digital Persona, a Californian corporation devoted to the design and distribution of biometric recognition devices, as well as leader in the sector, with a proven success on the American and international markets.

PRESENT SCENARIO

In 2008 Eutronsec was acquired from Aladdin Knowledge Systems (NASDAQ: ALDN), an information security leader specialized in authentication, software DRM and content security. In acquiring Eutronsec, Aladdin further expands its global presence in the fast-growing European region and extends its global position as an industry leader in the areas of software protection and authentication. Incorporating Eutronsec's innovative products that guard against software piracy and protect electronic intellectual property into Aladdin's award-winning portfolio of IT security products benefits customers of both companies by providing worldwide security expertise, research and development resources, and high levels of customer service customers have come to expect from both Eutronsec and Aladdin.

TURNOVER

Eutronsec has achieved its goal of assuring a constant increase of its turnover by moderate and regular steps, consolidating its position and market share. Last year turnover exceeded 6,3 million Euros and the foreign share accounted for approximately 21% of total turnover, thus guaranteeing a stable, admired window on the international scene.

TARGET

Thanks to its wide range of continuously updated and renewed solutions, Eutronsec can satisfy a very wide spectrum of customers.

The portfolio offers in fact solutions of interest to the consumer market, which can thus be ordered online; suites bundling hardware keys with third party software for small to medium companies, who are only now taking an interest in the subject of security, in view of defenses against increasing internal and external attacks; highly professional units mainly oriented at system integrators, public administrations, and ICT managers of large companies; devices meant to protect the intellectual property of software houses.

LOCATION

Eutronsec ample offices with their avant-garde design are in the Bergamo province, 50 km from Milan. The administrative, commercial and marketing activities are all located here, as well as the research and development department. The position in Northern Italy - a highly industrialized area - is perfect for contacts with customers and suppliers, also thanks to 4 airports within a range of 100 km.



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CONVEYING METHOD

Eutronsec products are sold in various ways. Commercialization is, on the one hand, managed in-house, through product managers who take part in wide ranging negotiations, and in the creation of commercial networks. The electronic shop is another source of contact, beamed directly at end-users. On an outward view, there are many partnership opportunities: from resellers to distributors, from OEM to GDO, according to the geographic area covered, guaranteed volumes, and requested customizations.

PATENT

Eutronsec has filed and holds various registered patents and marks for its chief products. To protect its industrial assets, in view of the uniqueness and absolute innovation of its products, Eutronsec has always acted to guarantee its current and future rights, both locally and internationally.

REFERENCES

DeAgostini Professionale, Iveco, Passepartout, Gruppo MPS, Siemens Mobile Communication, Epson, Osra, Alstom, C-map, STR Group, Diebold, Zucchetti, Climaveneta, Vodafone, Brembo, Axa Assicurazioni, Trust Italia, InfoCamere, Sirti, Seceti, E-Sign, Università della Calabria, Poalim Bank, Euronics, Lattes, Augusta Assicurazioni, Sig Simonazzi spa, ASL No. 1 of Milan, FCB Sim, SIA (Società Italiana Autotrasporti), Consorzio Venex (Expert group), IFB Stroder, Janssen Cilag, Astra Zeneca, Simesa, Novartis, Sigma-Tau, Dompè, Pfizer Italia, Esprinet, Brevi, Digits, Shine, Divisione Informatica, Intelco, Marvel, Nova ST, IDG Communications Italia, Italcementi Group, Università di Torino, Actalis, Microsoft, Savio Macchine Tessili, Snam Rete Gas, Confcooperative, ARPA Emilia Romagna, SCIC Cucine.

PARTNERSHIP

In recent years, Eutronsec has, on several occasions, reached technological partnership agreements with leading foreign companies, to offer maximum skills and reliability, and, at the same time, to attain larger user reservoirs. This is why we cooperate with Algorithmic Research, Israel, Siemens Informatica, Italy, Giesecke & Devrient, Germany and Charismathics, Germany, whose undoubted experience respectively in the cryptographic sphere, IT security, smart card interface and protection of financial transactions, made it possible to develop the masks used by Eutronsec smart card tokens. OmniKey - one of the leading players on the smart card scene - has then represented another key choice to make use of their tried-and-tested-drivers for the smart card pocket-sized reader family bearing the Eutronsec mark. Worthy of mention is also Vasco, USA/Belgium; as a worldwide leader in the field of one-time-password devices, it is a valuable partner for the development of new products based on PKI and OTP combined technologies. Recently the partnership with Adobe has been officialized; the company has acknowledged us as their first Italian Security Solution partner, thanks to the integration of our smart card tokens and dongles with Acrobat.

CONCEPT

The key is the fulcrum around which the design of Eutronsec rotates. The key is the chief, physical and virtually tamper-proof instrument for the protection of hardware, data and credentials. On top of that, the devices have a double security purpose: not only do they protect against attacks from the outside, but, above all, also against tampering and malfunctions inside the company. Companies often have perimeter precautionary measures (firewall, anti-virus...), but do not yet give sufficient attention to the stealing and accidental loss of files and identities, on which the very life of a company depends. These are the causes of loss at the heart of a company and today account for 80% of committed and suffered breaches. The objective of Eutronsec is therefore to broaden the perception of the term "security", and to include a wider range of meanings, allowing companies to defend their assets without violating the user's privacy.

VISION

Thanks to Eutronsec, the future is often here with us in the present. The integration of different products is the first step to standards uniformity, the convenience and mobility of those, who, with just one key, can now authenticate themselves and archive data, by encrypting them on a single medium, which can be immediately recognized by any machine with a recent operating system. 3-factor authentication devices which combine the smart card concept with biometrics are the next generation units Eutronsec is concentrating on to further increase defensive barriers and approach state and military authorities. Additionally, increased compatibility with the maximum possible number of architectures and configurations will open up more and more doors for the expansion of this technology as a valid means of identification.

CONTACTS

HEADQUARTERS: via Gandhi 12, 24048 Treviolo (BG)
SITO ISTITUZIONALE: www.eutronsec.it
EMAIL: info@eutronsec.it
TEL.: 035697080 **FAX:** 035697092





COMPANY PROFILE

20 ANNI DI SUCCESSI MADE IN ITALY.

TECNOLOGIA PROPRIETARIA, PRODUZIONE E COMMERCIALIZZAZIONE:
UN INTERO CICLO SOTTO CONTROLLO AL SERVIZIO DEL MERCATO DELLA SICUREZZA IT

- 1987**
La fondazione di Eutron Infosecurity avviene congiuntamente al lancio di SmartKey, l'innovativa chiave per la protezione del software. La battaglia intrapresa contro la pirateria consentirà al prodotto di raggiungere un successo tale da coprire un terzo del solo mercato italiano.
- 1995**
Il team tecnico mette a punto SmartLock, la soluzione hardware e software per la protezione totale del proprio personal computer, attiva sin dal boot della macchina e aggiornabile in remoto.
- 1998**
Viene sviluppato PlanetShare, un proxy server in grado di consentire la condivisione di un'unica connessione Internet tra più utenti della stessa rete, con funzionalità addizionale di mail e fax server.
- 1999**
Vedendo un futuro sempre più roseo per il protocollo USB, Eutron Infosecurity estende il concetto di chiave hardware e brevetta WebIdentity, il dispositivo sicuro per l'accesso alle proprie aree riservate su web, una risposta concreta per prevenire i primi attacchi di hacking e phishing, legati alla diffusione sempre più capillare degli accessi a Internet.
- 2000**
Nasce la prima versione di Cryptoidentity, il token per l'autenticazione sicura che coniuga in una sola unità hardware la smart card ed il proprio lettore; il prodotto contribuirà significativamente a diffondere la cultura della Firma Digitale.
- 2002**
Viene sviluppata la prima chiave di memoria PicoDisk. Grazie all'esperienza maturata in questo ambito, vede la luce l'innovativa Tecnologia Combo, che consentirà l'evoluzione di tutti i prodotti hardware verso un'ulteriore versione dotata di memoria integrata. Nello stesso anno viene rilasciata SecIdentity, una suite software offerta in bundle con le chiavi crittografiche, rivolta alla sicurezza aziendale.
- 2003**
Per far fronte all'incessante richiesta del mercato, vengono realizzati i lettori smart card a marchio Eutron, i primi basati su tecnologia Combo, integrando una memoria flash e consentendo l'elaborazione simultanea di due carte da una stessa unità. Nel corso dell'anno, la memoria integrata viene applicata anche a Cryptoidentity, dando così origine a CryptoCombo, la soluzione portatile per la firma digitale grazie alla quale il software di firma risiede direttamente a bordo della chiave. Alla fine dell'anno viene anche annunciata la prima versione di KeySec, il plug-in di Adobe Acrobat per la protezione dei documenti in formato .pdf.
- 2004**
SmartKey evolve in SmartPico, la chiave hardware driverless con memoria a bordo: gli applicativi possono da questo momento essere preincaricati sul dispositivo e da esso lanciati, garantendo massima protezione e portabilità.
- 2005**
Eutron Infosecurity viene nuovamente incontro alle manifeste esigenze di piccole e medie aziende con la nuova soluzione ControlSphere, il prodotto modulare e scalabile per la protezione di file, log e password. Nel corso dello stesso anno prende vita anche BioToken, il dispositivo a tre fattori di autenticazione che abbina alla sicurezza del chip smart card e all'inserimento del PIN, anche un sensore swipe per il riconoscimento biometrico. Ulteriori sforzi in questo settore, portano l'azienda a integrare sensori biometrici full area all'interno di lettori portatili smart card e non, coniugando le esigenze di accesso fisico e logico. Nella stessa ottica rientrano anche i progetti di integrazione di chip RFID a bordo dei token crittografici.
- 2006**
Nasce OTPSign, il token avanzato e multicanale che, oltre a tutte le caratteristiche di Cryptoidentity, combina la tecnologia One Time Password, diventando una delle soluzioni vincenti per il mercato bancario.
- 2007**
Eutron Infosecurity cambia ragione sociale in Eutronsec e si consolida come società per azioni. Alla fine dell'anno stupisce ancora una volta con il lancio sul mercato di WebOTP, la prima chiave USB One-Time-Password driverless, senza display, più sicura dei tradizionali dispositivi OTP, e con una politica di prezzo particolarmente aggressiva.
- 2008**
È in arrivo Titanium... L'evoluzione della sicurezza!