



## TRUSTIS TO DISTRIBUTE OPENTRUST PKI

*PKI Specialist Trustis has agreed to distribute OpenTrust's Open Source based integrated PKI and Smart Card Manager*

London, 6<sup>th</sup> November 2007 – Trustis, a leader in PKI solutions, has today announced an agreement with Paris-based OpenTrust to distribute and support its range of Open Source based PKI and Smart Card Management products.

Trustis specialises in the design and hosting of PKIs and is a market leader in the building and deployment of PKIs in the UK. Trustis has always been product neutral and only uses or recommends products that it has thoroughly evaluated and that fully satisfy customer requirements; until now only RSA and Entrust were considered suitable for high-quality deployments.

Trustis managing director Chris Swinbank said: "OpenTrust PKI is the first product we have evaluated in a long time that our experts were prepared to put their signature to. We particularly liked the OpenTrust product because it has an integrated Smart Card Manager, is more straightforward to deploy to a very large population of users than anything else we have seen and is very sensibly priced."

The PKI and Smart Card Manager are based on Open Source software and are modular in order to give users even more flexibility. Its design makes the product suitable for enterprise-wide, tactical or small scale deployments.

Olivier Guilbert, OpenTrust CEO said: "We are delighted to have Trustis as our UK partner. They have an enviable reputation as the best PKI experts in the UK and their endorsement means a lot to us. Trustis will not only sell and use our products, they will provide local support and professional services which is key to our success."

Chris Swinbank continued: "We had been looking for a lower cost product that could be deployed more simply by organisations that want to roll out certificates across their



enterprise for applications such as secure email and log-on. Low cost or free PKI products invariably have minimal certificate management functionality which renders them virtually useless for anything but a handful of certificates. This product is the exception, it has all the functionality of market leading products and its pricing makes it a real alternative to Microsoft's Certificate Server. The OpenTrust products present a fantastic opportunity for Trustis as for the first time we can offer customers a real choice: they can buy OpenTrust products from us and implement it themselves or they can have us host their OpenTrust PKI and Smart Card infrastructure for them. Either way they can rely on us to provide total support."

OpenTrust has opened an office in Reading which is headed up by ex-Entrust sales director David Terry. Trustis and OpenTrust will be running seminars throughout the UK to present and demonstrate the PKI and Integrated Smart Card Manager during December and January details of which can found on the Trustis website.

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**Notes for Editors:**

**About Trustis:**

Trustis has been providing PKI, Digital Certificate and smart card solutions since 1998. Clients include the NHS, government organisations, banks, multi-national businesses, law firms and SMEs. We probably run more PKIs on behalf of clients than any other organisation in the UK. Building high quality, standards compliant, flexible infrastructures is the company's forte and it was the first certificate supplier to achieve tScheme approval and BS7799 accreditation for its Certificate Factory. Trustis is product neutral and vendor independent, enabling us to give the best unbiased advice and guidance, recommend and deploy the most appropriate technology for each client's needs and avoid being locked into any one vendor's technology. Trustis consultants include security



engineers, business specialists, cryptographers and lawyers to ensure that every aspect of a client's e-commerce needs can be met.

**About OpenTrust™:**

Publisher of the OpenTrust™ trust and security infrastructure, the company designs and develops high added value solutions and services for implementation of secure infrastructures. The OpenTrust™ software suite integrates solutions for strong authentication, confidentiality, timestamping, digital signatures, proof management and secure exchanges. A truly reliable and secure infrastructure, OpenTrust has already been adopted by numerous large corporations and Public Administrations including AGF, Areva, Mobistar, National Bank of Belgium, Nissan, Alstom, Total, Renault, Bred, Sanofi, Michelin, French Post Office, Banksys, Swiss Ministry of Defence, French Ministry of Agriculture, French Ministry of Finance.

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