QuoVadis Group

Corporate Overview for SWITCH

Snapshot

- **Trust/Link certificate services for the global enterprise**
  - Certificate lifecycle platform
    - End Users, SSL, Resellers
  - Digital certificates including SSL, Qualified, etc.
  - Deep experience with digital signatures and related technologies

- **Offices in Switzerland, UK, Holland, Bermuda, and New Zealand**

- **Focus on acceptance by relying parties**
  - Strong accreditations in multiple countries.
  - Wide distribution of roots

- **Go "Glocal"**
  - Global reach with local relevance through in-market companies and accreditations

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Pedigree

- Strong accreditations that provide legal benefits for users:
  - WebTrust for Certification Authorities
  - WebTrust for Extended Validation
  - ETSI TS 101 456, etc.

Others

- Certificate services to enable compliance with local regulations/signature laws
- QC – AC – Functional C – Q – TS

Where We Came From

- Founded in 1999 in Bermuda
- Bermuda ?!

- Funding from member of Zurich Financial Services Group
- Major insurance market and financial services – operating on the island
- Large crossover with Switzerland

Where We Came From

- Why Bermuda? Based on the assumption that
  - Electronic signatures would be a big deal
  - Insurance industry would go paperless
  - Dot-com boom would have offshore component

- We were right!
  - Only five years early
- Many competitors had spent crazy money, pursued fads
  - They were mortally wounded
  - Or were wrapped up in state monopolies

- QuoVadis pursued "sustainable" strategy
  - Selling the basics, building track record and accreditations
  - Management buyout
  - Investment from private equity group
  - Multinational growth

What's in a Name?

- Cybermuda
- PKIsland
- Trustlink

Too local

Huh?

Maybe...

QuoVadis
"Where are you going?"

Perfect!

What's Changed?

- "Stages of PKI Awareness"
    - This is important. We need to build our own
    - This is really difficult and expensive.
    - We've spent so much we can't stop now!
    - We've spent so much that we need to integrate everything into the PKI.
    - We are spending too much time on the PKI and too little on our core business.
    - We need to outsource the PKI and focus on our business.
    - Software As A Service

- Enabler and an Obligation
    - Data Integrity
    - Privacy

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Do It Yourself ?

Operational policy and procedures

Training end-users

Backup systems

OCSP

Training Support

Trust Model

Policy Approval Authority

System test

Audit

Implementation plan

Smart card issuing

Concept of Operations

Directory structure

Registration process

Validation process

Legal liability

OIDs

Operations test

Operational CAs

Hardware management

Key Management

Naming convention

Regulatory compliance

Business continuity plan

Training Operations

Renewal process

Root CA

Firewalls

End-to-end test

Revocation process

Archiving

Security Policy and Procedures

Token management

CP & CPS

Support organisation

Our Offerings

Managed PKI

- We sell digital certificates, including Qualified and Advanced certificates, as well as various functional certificates for compliance in Switzerland, Netherlands, and UK. We also provide SSL including the new Extended Validation SSL.
- We provide outsourced certification authorities (CA) that can be tailored to the particular needs of a client or community.
- Our rapid-deployment Trust/Link registration authority (RA) allows companies to issue certificates from QuoVadis' CAs.
- Our Trust/Link SSL lifecycle management platform allows companies to manage their own SSL certificates, with pre-vetting and instant issuance.

Signing Services

- We provide trusted time-stamping to reinforce data integrity and non-repudiation in the tracking, storage/archive, or submission of electronic records.

Root Services

- With root CA hosting, we assist organisations wishing to set up their own trust anchors.
- Root signing enhances the trust and recognition of customers' in-house CAs.
- Our PKI professional services team is skilled in PKI policy, technologies, and integration into customer environments.

Trust/Link SSL

- Allows Enterprise or Group to issue their own SSL
  - On demand
  - Pre-vetted templates
- Ability to customise administration to their needs
- API for integration

- Variants for end users, resellers
- Several generations of development
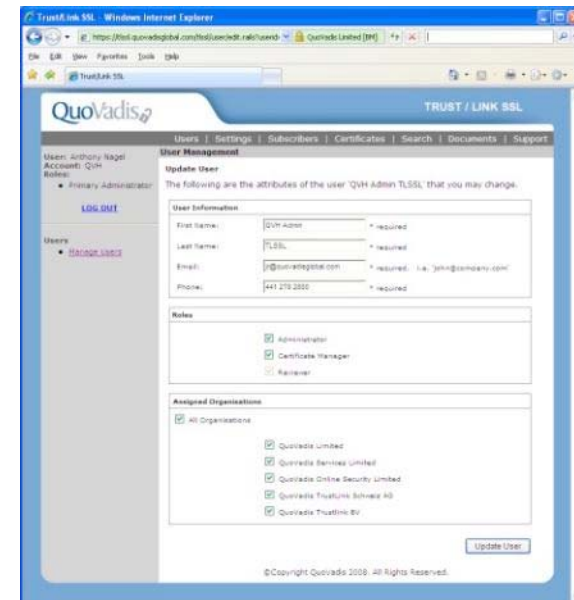
bill+pay.box

- Most countries now have laws that require companies to institute security procedures to protect the data integrity of their electronic invoicing activities.

- Meeting these requirements can be complicated and expensive for companies, whether they are a biller or recipient.

- QuoVadis' bill+pay.box appliance provides simple plug and play compliance with the legal requirements for major e-invoicing activities.

  – A proven solution in Switzerland, fulfills ElDI-V and GeBüV.

 – Partnered with C-Channel/Crealogix for distribution and support

Use Cases

`https://www.securecentre.com/secure/` 🔒 QuoVadis Limited [BM]
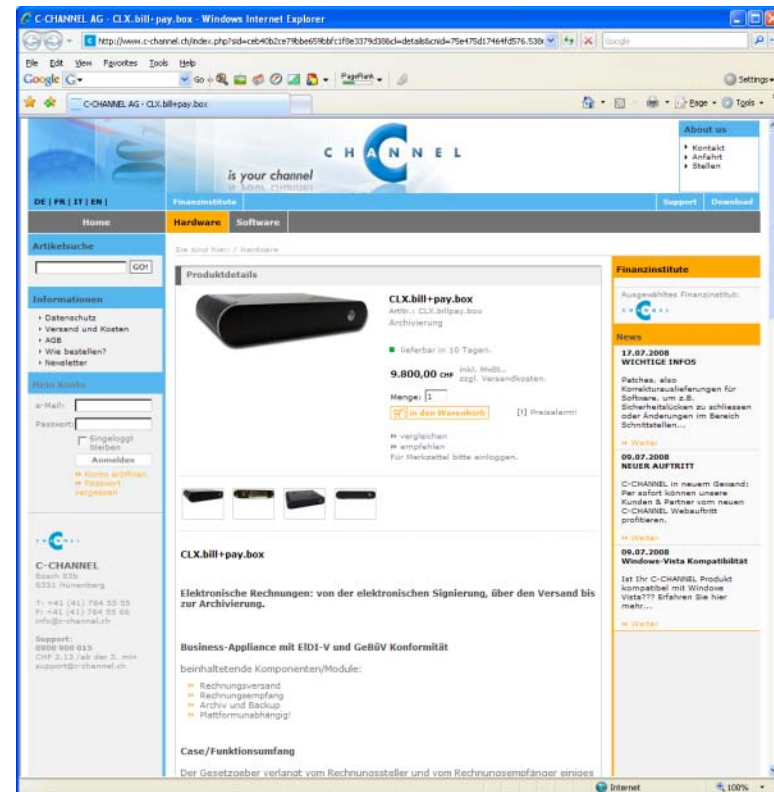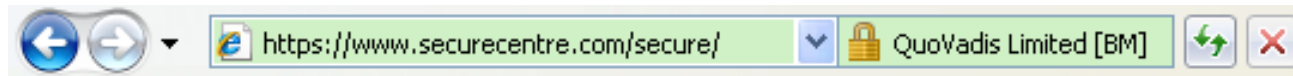
- Strong access control and authentication
  - Computer, network, VPN, application, Web
  - Smartcards and tokens
- Secure e-mail
  - Encryption for privacy, signatures for data integrity
- Web security
  - SSL for encryption and authentication
  - Extended Validation (EV) SSL for e-commerce
- Electronic signatures and time-stamping
  - Document management systems
  - Electronic invoicing
  - Long term electronic archiving
  - Government filings and compliance

Why Us

- Bigger than national CAs/CSPs, more flexible than the global giants
  - Single focus on certificate services
  - Local language support
- Deep experience in PKI operations so client may focus on their business
- Multi-jurisdictional CSP
- Rigorous accreditations providing legal benefits to clients as well as greater certainty for users/relying parties
  - Cross-border activities
- Strong partner relationships to deliver solutions to industry verticals
- State-of-the art certificate deployment platform to serve globally distributed clients
  - Flexibility with Trust/Link tools
- Clear expansion strategy with goal of "glocal" presence
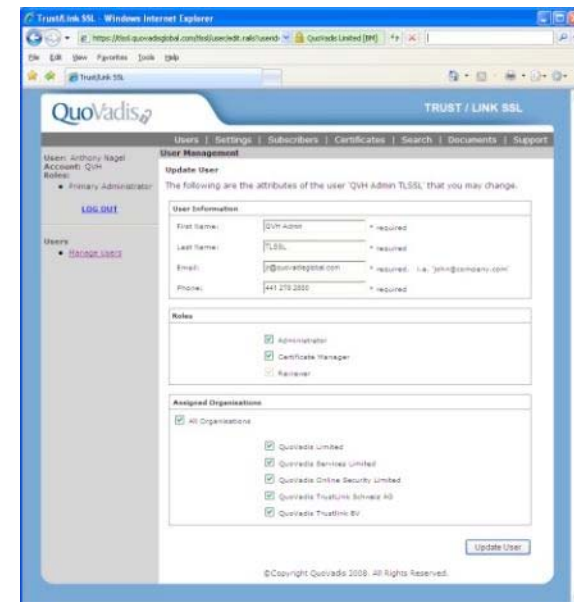
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