



Joint Nexus-Utimaco Press Release

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Nexus and Utimaco Partner to Deliver PKI Solution and CryptoServer to Nexus Customers

Working to provide customers with the most comprehensive information security solution in the area of PKI, Technology Nexus and Utimaco announce their partnership, which aims to deliver a combined high-security Public Key Infrastructure. The security solution developed by Nexus and Utimaco ensures that business processes conducted in cyberspace are kept confidential, traceable and non-repudiated with retained integrity.

As part of the partnership, Nexus customers are now able to select Nexus PKI products with the integrated support of Utimaco's Hardware Security Modules SafeGuard CryptoServer. Nexus undertook an extensive training and certification programme for numerous employees across its Presales, Professional Services, Support and QA organisations. After becoming a certified partner of Utimaco, Nexus is able to offer its customers more complete and affordable security solutions, including technical support and consultancy services.

"We have previously worked on several integration projects using HSM devices from Utimaco. Our PKI products have offered support for the Utimaco CryptoServer series HSMs for several years now and we have had nothing but good experience. Utimaco products are reliable, robust and simple to deploy," says Tamás Horváth, product manager at Nexus. "We often meet a demand from our customers for high security solutions at affordable prices. 'Security made in Germany' is a popular feature, especially in the eyes of security-conscious customers. All this collected experience led us to the decision to include Utimaco products in our bundled solution offering. With a series of new products and easy-to-deploy bundles, we intend to better address the corporate segment. Our target markets include Central Europe, the Nordics and Asia."

"Our products are technically mature and have been actively developed in recent years to hold up against the competition. With our broad product portfolio we are able to fulfil customer needs for high-security and high-performance solutions. Our pricing policy enables customers to choose the most suitable security and performance levels at very competitive prices," says Björn Jansen, Partner Sales Manager EMEA at Utimaco. "Nexus is a well-known brand with a good reputation and prominent references in the PKI market. We are happy to support Nexus in its plans to increase its sales of bundled security solutions. We are very pleased to have Nexus join our partner network and we see significant potential for their bundled offering."

For further information please contact:

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About Nexus

Nexus works internationally with e-communication, security and information solutions. Our clients are companies and organisations for which IT and the Internet are essential to the management of sensitive information and knowledge. Nexus' business concept is to offer solutions, products and services that make the right information available to the right people, at the right time, wherever they need it in the world. We help our clients to not only protect their information, communication and knowledge, but also to create opportunities to make more effective use of them. More information and contact: www.nexussafe.com, contact@nexussafe.com

About Utimaco

Utimaco, a member of the Sophos Group, occupies a unique position in the industry, with 25 years of experience providing exceptional data encryption and data security solutions to companies around the world. Through a worldwide network of partners and subsidiaries, Utimaco delivers solutions that are scaled to real-world enterprise requirements and backed by the deep expertise of a service network that provides responsive, on-site support.

Today, Utimaco is one of the world's leading manufacturers of innovative and professional solutions for hardware security module technology. Customers and partners value the reliability, simplicity, and long-term investment security of the Utimaco security solutions. Utimaco stands for recognized product quality, user-friendly software, excellent support, and products that effectively meet market requirements.

Utimaco is committed to improving and advancing data security technology and responding to the changes in the computing environment to stay one step ahead of developing threats. More information: www.utimaco.com