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Wednesday, April 4, 2001

Firm secures DST deal

By **SEAN McKIBBON**, Ottawa Sun

Despite diminished business confidence in e-commerce, local e-biz security firm Kyberpass Corp. says it has a new ticket to Internet revenues.

An agreement with certificate issuer Digital Signature Trust (DST) represents a new revenue model for the firm, said Kyberpass' vice-president of marketing, Robert Lendvai.

"There is a significant up-front payment as well as a long-term revenue expectation from this partnership," he said.

DST, which issues the Internet equivalent of a passport, will use Kyberpass technology to improve its certificate service and will share its service fees with Kyberpass. He said DST's fees range from 50cents to \$50 per transaction.

TREMENDOUS POTENTIAL

"The future potential for revenue is tremendous," he said, adding there are 5,000-10,000 B2B Internet sites that Kyberpass can market to directly or through certificate authorities such as DST. Lendvai said he expects to announce more deals with other certificate companies soon.


Private-sector sales over the Internet rose dramatically last year to \$7.2 billion, but the proportion of businesses selling on-line fell from 10% to 6%, Statistics Canada reported yesterday. But Lendvai said e-commerce will continue to grow.

"There's no looking back. There are just too many economies of scale to be had," he said.

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