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News and Information

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Ottawa Business Centre

Posted Tuesday, April 24, 2001

### Kyberpass building European presence

By *Jeff Jedras, InBusiness Media Network*

Kyberpass Corp., an Ottawa-based e-security software company, announced a marketing agreement Tuesday with Rainbow Technologies designed to increase one another's presence in the European e-security marketplace.

Based in Irvine, Calif., Rainbow also specializes in e-security for the e-commerce sector. The partnership will allow both companies to combine their expertise for a more competitive professional services offering.

The teaming agreement applies to the European e-security marketplace, with Kyberpass supplying e-security software products, and Rainbow supplying smart card and hardware cryptographic modules. In addition, the agreement outlines provisions for joint-sales initiatives, strengthening each company's marketing position.

"The synergies between our two organizations exist on many levels, and this agreement provides a strong framework to exploit those synergies to our mutual advantage," said David Lynch, European managing director of Kyberpass.

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