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#### Ottawa Business Centre

Posted Monday, September 10, 2001

### Kyberpass partners with big players

By *Michael Hammond, Ottawa Business Journal*

A little bit of shmoozing at a trade show turned out to be Kyberpass Corp.'s ticket to the big leagues with Microsoft Corp. and Unisys Corp.

The local security software firm announced last week it was selected to contribute its technology to the international Identrus initiative. The project is a joint venture of 50 of the world's biggest banks. Identrus is a for-profit company that was created two years ago to help create a system to allow international transactions over the Internet in a secure fashion.

Robert Lendvai, Kyberpass' vice-president of marketing, says getting the attention of Microsoft wasn't that hard.

"We basically dragged them over to our trade booth at a show," he says. "We told them we had some technology we were working on that they would be surprised with. When they saw it, they were very surprised."

After that initial meeting, Kyberpass executives were then invited to Microsoft headquarters in Redmond, Washington, to collaborate on the technology for the Identrus project.

Lendvai describes the Kyberpass software as being part of the plumbing in the Identrus suite of technology. He says the company's software is a key part of the digital recognition portion of the system that allows computer users to log on to the Internet and identify themselves to another user.

The project also involves other local e-security companies Entrust Technologies and Chrysalis-ITS.

The Identrus project is counting on projections that business-to-business commerce on the Internet will reach \$8.5 trillion by 2005.

Managing Unisys principal Sunil Misra says the Kyberpass technology was a good fit with the technology suite.

"After installing and testing Kyberpass on the server, Unisys selected the Kyberpass platform to be an important component of the solution," he says. "The ease of installation and deployment of Kyberpass will help us to implement an Identrus infrastructure for a financial institution in less than 60 days."

This project could provide a big boost to local online security firms. Already this year, Entrust has cut 30 per cent of its workforce and faced an embarrassingly public management shuffle after its chief executive officer John Ryan left in February.

More recently, Chrysalis-ITS cut 102 staff members and shut down its semiconductor division.

Lendvai says the market is "challenging" right now, but Kyberpass hasn't cut any jobs so far.

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