

Security: B2B's Boost from Bill

From: FutureBanker

Keenly aware of the authentication requirements for full-blown B2B e-commerce, Microsoft, Unisys and Kyberpass have crafted a package that will allow financial firms to utilize Identrus' digital certificate authority network for high-value transactions and give the threesome a means to build greater market share on the security front.

It's called the Trusted Community Solution and operates on Microsoft's Windows 2000 datacenter server. The solution integrates various system components so that FIs can reduce the cost of using the Identrus system by one third, speed implementation time and increase transaction performance. "The challenge historically has been which software products you go for and how to put them all together," says Identrus' Dave Oshman, svp of technology.

Using Microsoft's Windows 2000 datacenter server as the platform, Unisys chose Kyberpass to develop applications linking banks and their merchants to Identrus' certificate verification set-up. "The plug-and-play nature of components will allow a bank to bring a system on-line in under 90 days. Banks trying to do this on Unix-based platforms are taking in excess of 12 to 18 months," says Kyberpass' Robert Lendvai, vp of marketing.

Lendvai says that the cost of implementing the Identrus infrastructure on a Unix system has been very high and some of the banks have had some difficulty building their ROI.

Securing high-value transactions is the linchpin of B2B e-commerce. To that end, Lendvai argues that Kyberpass technology is not only less expensive, but "vastly surpasses Identrus standards."