



NEWSLETTER

JULY 2011

Dear valued Customer/Partner,

At our this year's customer day, a variety of interesting projects, and trends and developments in the field of ID management have been presented and discussed. For those who missed the event: This newsletter will give you a brief summary of the most important information and an overview of the speakers and lectures.

vps is also excited about two new projects in the national ID sector, and about its new partnership with Emergent to further expand its presence in the United States. In Emergent, we have a strong and experienced partner on our side.

And there is some great news from our parent company: The DISO group has been awarded three new multi-million Euro contracts. Congratulations!

Last, but not least, we are delighted to introduce two new members of staff who have joined our sales and marketing team.

With best wishes,
the vps team

Contact: Hanna Heinzl, hheinzl@vps.de

9th vps Customer Day: A Look at New Developments and Trends in the Field of ID Management

The 9th vps Customer Day took place at the 'Buhlsche Mühle' in Ettlingen on July 6 and 7, 2011. A series of very interesting lectures was held by partners and customers who reported on their collaboration with vps and on new developments and trends in the field of ID management.

Following a short welcome and introduction by Jürgen König, vps Managing Director, and Rudi Noé, vps Sales Manager, Jürgen König opened the 9th vps Customer Day by giving an overview of recently completed projects as well as future challenges, especially in the field of authorization management. The main focus was on integrating authorization management into the existing software solutions.

News of the *IDExpert*® Products

Robert Rechlitz, vps Product Manager, then presented news of the *IDExpert*® products. In his lecture, he mainly introduced a new licensing model for *IDExpert*® SmartACT. Master record based price breaks will make pricing much easier, and the basic license comes with an extensive range of functions. In addition to many other new features, all *IDExpert*® products now support Canon EOS digital cameras for image capture.

LRA Augsburg Company Cards

In the next lecture, Michael Rieck from LivingData GmbH presented the 'Multi-functional Company Card' use case of

LRA Augsburg (Augsburg District Office). *IDExpert*® SmartACT was used to develop an ID card which not only serves as a visual ID card and a means of secure remote access, but can also be used for Windows Logon and FollowMe printing, for time recording and access control, for signature/encryption purposes, and as a basis for single sign-on. Moreover, it meets all BSI (Federal Office for Information Security) guidelines, is scalable for future requirements and allows central management.

VNG Group Employee Cards

Then, Ga-Lam Chang from Peak Solution and Dietmar Hebenstreit from VNG Verbundnetz Gas AG presented another use case: The introduction of new employee cards to the VNG Group. Using *IDExpert*® ProACT, an 'all-in-one smartcard' was developed and introduced, which controls online and offline access, payment in the canteen, time recording and access to IT applications.

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The trial golf lesson was the highlight of the 9th vps Customer Day's evening entertainment.

9th vps Customer Day: A Look at New Developments and Trends in the Field of ID Management (continued from page 1)

Trial Golf Lesson and Putting Event

This year's evening event offered the opportunity to take part in some sporting activities: A trial golf lesson was held at the "Hofgut Scheibenhardt" Golf Club, where the participants were introduced to golf by a team of experienced golf pros, and could test their skills at a putting competition. The best three players from the three teams were awarded a cup, and all participants received a certificate to remind them of the event.

The day was capped by a working dinner at the Golf Club's restaurant.

On the second day, participants were once again treated to an interesting mixture of lectures given by vps staff, partners and customers.

Hybrid Card Technology and Encoding (RWE)

Following a short welcome by Rudi Noé, Robert Rechlitz explained the technology and encoding of hybrid cards, taking RWE as an

example. Using *IDExpert*[®] ProACT, an ID card system for about 70,000 employees was implemented with the aim of introducing hybrid cards featuring both LEGIC prime and MIFARE DESFire. The great challenge of performing two different RFID encodings as well as visual personalization in only one step was well tackled by vps using an 'RFID Encoder Box' outside of the XID printer.

R+V Versicherung (Insurance Company) Employee Card

Then, Thomas Rubröder from R+V Versicherung gave a lecture about the introduction of an *IDExpert*[®] ProACT system for ID card encoding, ID card printing and ID card administration, with SAP acting as a central data provider. The new R+V employee card is used for access control and time recording, for cashless payments over the counter and at terminals, and for the loading and unloading of monetary value (stored-value cards).

ID Card Production as an 'Owner Model' at the Bosch Group

Hans-Joachim Morban from Bosch Security Systems presented ID card production as an 'Owner Model' at Bosch corporation. In this case, the *IDExpert*[®] ProACT system that runs in the Bosch Group is operated by Bosch Security Systems in the form of an 'Owner Model'. The 'Owner Model' allows to centrally manage all employee card data for the global Bosch Group. This means ensuring that unique ID card numbers as well as uniform card layouts and access profiles are provided at all locations across the organization.

Mobile Devices in the Security Environment (Vodafone)

The following lecture was given by Andreas Koller from Vodafone, highlighting new ways in which mobile devices can be used in the security environment. Corporate Data Access (CDA), i.e. access to corporate networks by mobile devices, plays a major role in this. Another important cue is Mobile Device Management (MDM), describing a centralized solution for the distribution of applications, information and configuration settings to the mobile devices.

Cloud Computing in the Security Environment (IBM)

After a business lunch, Hendrik Vagts from IBM Germany delivered a presentation on cloud computing in the security environment. Cloud computing can, on the one hand, help improve IT security, especially in small to medium-sized enterprises, but on the other hand, it also creates new demands on IT security. Businesses, as the owners of the data, are responsible for the observance of IT security and compliance rules, and for the protection of data and information. Moreover, identity & access management is required to control access to the systems.

Card Management System (Minimax) and End of Event

Following a lecture by Sascha Wester from Cryptovision, presenting the Minimax use case (implementation of a card management system with an integrated PKI solution), there was a short final discussion. And then, to conclude the event, Jürgen König and Rudi Noé gave a wrap-up of the 9th vps Customer Day. Their final comment was that there was good news and bad news.

The bad news first: There will be no vps Customer Day next year. Now the good news: Instead, vps will celebrate its 20th anniversary with a special event.

National ID Projects

vps was awarded two new projects in the national ID sector. As part of a national ID project, an enrolment solution has been implemented, which covers image capture conform to ICAO standards as well as complex workflows during the enrolment of cardholders and the delivery of issued documents using *IDExpert*[®] ProACT. The other national ID project won is operated by *IDExpert*[®] ToolACT and uses printers, laminates and lasers from Digital Identification Solutions AG (DISO). Our software solutions allow project customers to react quickly and flexibly to their demands, and to minimize their cost.

Partnering with Emergent, USA

With Emergent, we have found an experienced partner in the IT solutions sector, who will help us further expand our business in the US, where Emergent is a leading provider of IT solutions. Two members of the Emergent management team, Dennis Gnatowski and Charles Grochowski, attended a two-week intensive training with vps at Ettlingen, preparing them for the collaboration to come.

DISO Group Awarded Three New Major Contracts

Digital Identification Solutions AG (DISO) has been awarded three new major contracts in the ID card personalization sector.

The three projects include the provision of hundreds of new personalization systems including consumables. The contracts have a total turnover of multi-million euros. The rollout and the regular supply of consumables will create a turnover of almost Euro 6 million in 2011.

The first of these three contracts covers the supply of a large number of XID retransfer printers for a national project for the production of ID cards. This is further proof of the superiority of the *EDlsecure*[®] retransfer technology.

The second contract is a complex personalization project for multi-functional cards. As part of this project – the first of its kind in the world – DISO will supply a complete package of secure applications in the ID card production sector, including both software (*IDExpert*[®]) and hardware (LCP 9000 *EDlsecure*[®] Laser Color Personalization System).

The third contract involves the supply of specific card materials with different encoding options as part of an ID card project at a large international company listed in the DAX 30 index.

New Staff

We are very pleased to introduce two new members of staff. Hanna Heinzl (Marketing & Communication) and Francisco Echave (International Sales) joined us on July 1. They will enable us to increase our sales and marketing presence in order to attract new customers and partners.

Marketing



Hanna Heinzl
Marketing Specialist
hheinzl@vps.de
☎ +49 7243 54 88 - 190

Sales



Francisco Echave
Business Development & Sales
fechave@vps.de
☎ +49 7243 54 88 - 121

Come and see us at...



it-sa
October 11 – 13, 2011
Nuremberg