

EVIDEN

Partner Product Catalogue 2023

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IDaaS

IDaaS Access

Key features

- Access Mgt & Federation
- MFA, Strong Auth.
- Simple user management
- Bulk load of users
- End-user applications dashboard

Add-ons

- **Customize / Create Reports & Dashboards**
- **Starter pack**

IDaaS Access & Governance

Key Features

- Access Mgt & Federation
- MFA, Strong Auth.
- Advanced user management
- Advanced user LifeCycle Management process
- Provisioning of Cloud apps
- Bulk load of users, orgs, roles & policies

Add-ons

- Customize / Create Reports & Dashboards
- Certification campaigns
- Starter pack

IDaaS Key Elements

Google Partnership

- Co-Sell program dedicated to IDaaS
- Marketplace availability

All Markets

- **All industries**
- **Mid-market**
- **Large enterprise**

Quick Customer Onboarding

- Service up in 30 minutes
- Service up no later than 7 days after P.O.

Clear Pricing

IDaaS Access & Governance

- Admin users can perform both access & governance tasks from a single interface. Preconfigured applications can be allowed for all users, requiring only basic, non-technical actions.
- Large catalogue of embedded authentication methods. OTPs, TOTP or FIDO etc. Push Authentication with Evidian Authenticator mobile app, and up to X509 certificate-based authentication. Even third-party authentication services (such as Gemalto, RSA, Double Octopus,) can be seamlessly integrated.
- Ready to use workflow processes to automatically manage users' entire lifecycle. Self-service features radically improve user productivity.

Governance, auditing & compliance

- IDaaS authorisation engine based on role, provides consistent operational and security compliance.
- Analytics with internal auditing can be preconfigured or customized through a foolproof user interface.

Unique point of access – A Single Pane of Glass

- Facilitates user access to Cloud or Mobile apps.

IDaaS – Case Study



Challenge

Customer use case: Inserm, the French National Institute of Health & Medical Research, needed to collect, monitor, and collate the evolution of Covid 19 variants. There was no existing pooling of information for the 40 laboratories doing this work, so a new cloud platform was set up. This needed individual laboratory authentication, high security because of the handling of personal, medical data and the ability to easily expand the platform.

It is challenging for a company to manage access for both, corporate and external users in one unique solution.

Solution

Eviden' IDaaS solution allowed each laboratory to authenticate to the platform, with data secured using Key Management as a service for data encryption. The National requirement for digital sovereignty was also guaranteed with French hosting.

Impact

Rapidly delivered and ready to use, the IDaaS solution gave Inserm the agility, security and data anonymity needed without having to install hardware and so saving both time and cost.

IDaaS – Pricing

IDaas Access

| Number of Users | 500* | 1,000 | 2,000 | 3,000 | 5,000 | 7,500 | 10,000 | 15,000 |
|--|--------|--------|--------|---------|---------|---------|-----------|--------|
| IDaaS Access Monthly subscription per user | €6.00 | €4.00 | €2.40 | €1.80 | €1.20 | €0.80 | €0.64 | €0.512 |
| Number of Users | 20,000 | 25,000 | 50,000 | 100,000 | 200,000 | 500,000 | 1,000,000 | |
| IDaaS Access Monthly subscription per user | €0.44 | €0.40 | €0.28 | €0.20 | €0.12 | €0.08 | €0.06 | |

*Minimum Order Quantity – NB fewer than 500 users will be charged at a total of €3,000 per Month.

IDaaS Access & Governance

| | | | | | | | | |
|--|---------------|---------------|---------------|----------------|----------------|----------------|------------------|---------------|
| Number of Users | 500* | 1,000 | 2,000 | 3,000 | 5,000 | 7,500 | 10,000 | 15,000 |
| IDaaS Access & Governance Monthly subscription per user | €21.66 | €13.90 | €9.75 | €7.38 | €5.53 | €4.90 | €4.20 | €3.37 |
| Number of Users | 20,000 | 25,000 | 50,000 | 100,000 | 200,000 | 500,000 | 1,000,000 | |
| IDaaS Access & Governance Monthly subscription per user | €2.73 | €2.42 | €1.61 | €1.29 | €0.89 | €0.56 | €0.39 | |

***Minimum Order Quantity – NB fewer than 500 users will be charged at a total of €10,830 per Month.**

IDaaS Access & Governance - Optional Services

| Number of Users | 500* | 1,000 | 2,000 | 3,000 | 5,000 | 7,500 | 10,000 | 15,000 |
|--|--------|--------|--------|---------|---------|---------|-----------|--------|
| IDaaS Access & Governance Recertification Option Monthly per user | €3.13 | €1.98 | €1.47 | €1.12 | €0.87 | €0.82 | €0.71 | €0.57 |
| IDaaS Access & Governance Analytics Editor Option Monthly per user | €1.57 | €0.99 | €0.74 | €0.56 | €0.43 | €0.41 | €0.36 | €0.29 |
| Number of Users | 20,000 | 25,000 | 50,000 | 100,000 | 200,000 | 500,000 | 1,000,000 | |
| IDaaS Access & Governance Recertification option Monthly per user | €0.46 | €0.40 | €0.27 | €0.22 | €0.15 | €0.10 | €0.065 | |
| IDaaS Access & Governance Analytics Editor Option Monthly per user | €0.23 | €0.20 | €0.13 | €0.11 | €0.08 | €0.05 | €0.03 | |

***Minimum Order Quantity – NB fewer than 500 users will be charged as though 500 users per Month. Analytics Editor allows the customization of the analytics outside of the pre-configured reports.**

IDaaS Access & Governance – Upgrade from IDaaS Access

| Number of Users | 500* | 1,000 | 2,000 | 3,000 | 5,000 | 7,500 | 10,000 | 15,000 |
|---|--------|--------|--------|---------|---------|---------|-----------|--------|
| IDaaS Access & Governance Upgrade from IDaaS Monthly per user | €15.66 | €9.90 | €7.35 | €5.58 | €4.33 | €4.10 | €3.56 | €2.86 |
| Number of Users | 20,000 | 25,000 | 50,000 | 100,000 | 200,000 | 500,000 | 1,000,000 | |
| IDaaS Access & Governance Upgrade from IDaaS Monthly per user | €2.29 | €2.02 | €1.33 | €1.09 | €0.77 | €0.48 | €0.33 | |

*Minimum Order Quantity – NB fewer than 500 users will be charged as though 500 users per Month.

Additional & Ancillary services – IDaaS or IDaaS Access & Governance

| Catalogue of services / Service requests | Type | W.U. Min | W.U. Max |
|--|------------------------------|----------|----------|
| Advanced support for configuring a non-pre-integrated SAML Application | Standard Service Request | 2 | 2 |
| Request connection to an existing SAML IdP (IdP proxy) | Standard Service Request | 2 | 2 |
| Request study for integration of third-party authentication method | Standard Service Request | 3 | 3 |
| Request integration of third-party AD domain Authentication | Standard Service Request | 2 | 2 |
| Custom injection data for OpenID Connection applications | Standard Service Request | 2 | 2 |
| IDaaS Access & Governance starter pack | Standard Service Request | 35 | 35 |
| | | | |
| Working Unit for IDaaS assistance - non-standard service | Non-standard Service Request | 1 | 1 |
| Working Unit for SDM assistance - non-standard service | Non-standard Service Request | 1 | 1 |
| Request for IDaaS special | Non-standard Service Request | 1 | 3 |

| Profiles and Working Unit prices (W.U.) | Unit cost |
|---|------------|
| Working unit for assistance on service request | € 1,150.00 |
| Working unit for IDaaS assistance on standard SR | € 1,150.00 |
| Working unit for IDaaS assistance on non-standard SR | € 1,150.00 |
| Working unit for E-SSOaaS assistance on standard SR | € 1,150.00 |
| Working unit for E-SSOaaS assistance on non-standard SR | € 1,150.00 |
| Working unit for IDaaS special | € 1,350.00 |
| 1 W.U. = 1 man x day | |

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PKlaaS

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PKIaaS

Ready2GO - Key Features

- Ready to use PKI in a SaaS to address Machine identities (VPN, SSL/TLS, NAC authentication).
- Includes Online root CA, an intermediate CA and up to 4 certificate profiles & issuance workflows.
- All operations (configuration, run) are done by our team located in Europe (France).
- 3 pricing model: Small (Up to 1,000 certificates), Medium (Up to 5,000 Certificates) and large (Up to 10,000 certificates).
- Optional features: AEP connector (for Microsoft environment, Active Directory), OCSP, SCEP & Intune

Full PKIaaS Key Features - Additional

- Covers all use case for machine identities and user identities and additional Trust Services (Timestamp, code signing).
- Configuration tailored to customer requirement (Setup phase to define CA hierarchy including sub-CAs, certificate profiles, Workflows.).
- Platform eIDAS ready (Certified EN 319 411-1. 319 411-2 V2.2.2, 319 421 V1.1.1).
- 4G / 5G CMPv2 protocols: SEA, EST, ACME, TSP, CAdES, PAdES, XAdES.
- API connectors for all common Hardware Security Modules (HSM).

PKIaaS Key Elements

PKI as a Service: a secure, flexible, and cost-effective cloud solution for all digital identity use cases.

- Certified - **CC EAL 4+ certification**: The Common Criteria certification obtained by ID CA provides a high level of quality assurance to Eviden customers.
- Strong authentication - Electronic certificates for user and device access control.
- Data Protection - Secure your sensitive digital assets.
- Document & Code signing - Guarantee confidentiality and integrity with digital signature.
- Network security - Protect network devices and information flow.

Eviden PKIaaS includes

- Certification Authority - Certification Authority (ID CA®) is a core component in implementing the trusted architecture. It enables creation, organization and management of certification authorities and production of digital certificates.
- Registration Authority - Registration Authority (ID RA®) defines enrolment workflows based on certification profiles and manages the life cycle of certificates. It supports a plurality of protocols that facilitate the enrolment of certificates for IT infrastructure (machine certificates).
- Credential Management System - Credential Management System (ID CMS®) Manage the life cycle of user certificates, as well as their deployment on cryptographic secure elements (smart cards, TPM modules, FIDO USB keys).

Easy deployment and integration

This service can be operational within 72 hours of order placement. The automatic setup of certificate authorities, and ready-made certificate profiles allow for rapid deployment. It also eliminates hassle of configuration and provisioning complications. Many validation methods are supported to integrate with your current systems, including Smartcards and biometrics.

Manage millions of certificates

Eviden PKIaaS platform can manage very high volumes of certificates to address a wide range of use cases (authentication, encryption, code signing, timestamping, web service certificates).

Secure IoT and networks with Significant operational cost savings

Support for many types of identities, including a variety of devices like IoT, network infrastructure, telecommunications, and more.



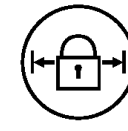
VPN Access

Client and / or Server
Certificates



Server Identities

Authentication of Network
devices



Information Security

SSL Certificates for Machine-To-
Machine communication

PKIaaS – Case Study



Challenge

A leading customer in furniture distribution has suffered a ransomware attack blocking its operations. The attack targeted its Active Directory-based directories. The consequences of the attack impacted the business and data loss. An IS security plan has been launched to strengthen perimeter and internal defenses.

Solution

Decision to generalize strong authentication for users (certificates-based authentication) and to secure all communications between infrastructure equipment through SSL. Choice of a sovereign SaaS solution to accelerate the deployment and avoid an integration project that takes too long and limit the risks.

Impact

Internal security team can rely on a PKI operated by Eviden with a high level of trust reducing the time of internal operations.

PKIaaS – Pricing

| Number of Certificates | Up to 1,000 | Up to 5,000 | Up to 10,000 |
|--|-------------------------------------|--------------------|--------------------|
| PKIaaS – Read2GO Predefined C.A. Hierarchy – Minimum 1 Year engagement | €15,000 per annum. | €30,000 per annum. | €50,000 per annum. |
| Full PKIaaS | P.O.A. Variable (service and scope) | | |

| Profiles and Working Unit prices (W.U.) | Unit cost |
|---|------------|
| Working unit for assistance on service request | € 1,150.00 |
| Working unit for PKIaaS assistance on standard SR | € 1,150.00 |
| Working unit for PKIaaS assistance on non-standard SR | € 1,150.00 |
| Working unit for PKIaaS special | € 1,350.00 |
| <i>1 W.U. = 1 man x day</i> | |

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HSMs

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HSMs

Proteccio netHSM Key Elements

Proteccio netHSM is a hardware security module (HSM) providing software solutions in a high-performance, highly secure environment for performing the most sensitive cryptographic operations.

Optimum security requires a variety of encryption solutions. The Proteccio range offers multiple products to meet your cryptographic requirements.

High Security

Proteccio netHSM adds a high-security environment to your Windows, Linux, Solaris SPARC, and AIX 32/64-bit servers for RSA-ECC-AES cryptographic functions and sensitive custom applications.

Certification

The tamper-proof design of Proteccio netHSM has been certified under the Common Criteria EAL4+ and the FIPS140-2 Level 3 certification is in progress. It encapsulates secure Trustway cryptographic subsystems, allowing you to run security-sensitive processes in a high-performance manner.

Virtual HSM

Cost-sensitive organizations will be pleased with the competitive pricing of the Proteccio netHSM family. The advanced virtual HSM capability features eight HSMs in-the-box, providing both partners and end customers with a very flexible price and performance option.

Proteccio netHSM Key Features

Certified high security, the Proteccio hardware security module is designed (hardware and software), implemented and manufactured totally by Eviden in France. CC EAL4+ certification, Reinforced Qualification (ANSSI QR)*, NATO SECRET and EU RESTRICTED agreements covers hardware and software implementation. FIPS 140-2 level 3 is currently in progress. **V128/X130 et N° 198/ANSSI/SDE/PSS/BQA version.*

The Proteccio HSM gives access up to 8 virtual HSMs simultaneously. Each virtual HSM is a cryptographic partition strongly separated from the others by dedicated encryption keys, users, administrators, and auditors. It offers the ability to share the same HSM between different use cases while keeping the same security level, thereby getting the most of your HSM and reducing cost.

Manageability and high availability are provided by a user-friendly application controlled by access rights, enabling you to administer, configure and manage the HSM, including security policy, user rights, keys management, HSM configuration and updates.

Easy back-up features save all keys encrypted, enabling restoration. Load balancing features process secure cryptographic replication and enable high availability. Proteccio NetHSM is also available as a white label, allowing you to brand it with your identity and logo.

Crypt2pay HSM Key Elements

Payment fraud is a major cause of financial losses and reputational damage for financial institutions. There is a growing need for reliable and flexible protection solutions to be integrated into payment systems.

In close collaboration with major international banking networks, financial institutions, and strategic partners, Eviden developed and designed Crypt2pay, a range of hardware security modules that meets financial industry requirements.

Full compliance with payment standards

Cryp2pay offers specific cryptographic functionalities to secure smart cards, process payments and comply with payment industry standards:

- FIPS 140-2 Level3+*
- SAFIRE (GCB)
- PCI HSM
- EMV 4.2 CPA
- Visa VIS 1.6.0
- MasterCard Mchip
- AMEX CSC™
- 3-D Secure™
- PayPass
- PayWave
- DUKPT 2009 & 2017
- TR31 2018
- TR34 2012
- HCE Cloud Based Payment
- LoRa.

**CHR Cryptographic module is FIPS 140-2 level 3+ approved*

Dual purpose for greater data protection

Crypt2pay also exposes general purpose functions through standard interfaces to cover all protection needs for stored data (database encryption) or exchanged data (protection of SSL/TLS keys) while meeting PCI PTS requirements.

Domain expertise

Trustway has over 30 years of experience in financial security, we work with numerous banking networks and take an active role in implementing comprehensive payment systems with renowned software publishers.

Technical expertise

Eviden has built a unique body of expertise in information systems security, bringing together consulting and systems integration expertise and an in-depth understanding of corporate security technologies.

Crypt2pay Key Features

Crypt2pay is designed to protect transactions (contact or contactless) carried out with a bank or private card, and all operations made in card processing centres. Already chosen by several major European banks, Crypt2pay brings the security required in many card applications:

- Transaction acquisition
- EMV and magnetic stripe authorization (VISA, Mastercard, American Express, UnionPay)
- PIN management and PIN printing
- Applications for private cards
- 3-D Secure issuance and authorization
- EMV and magnetic stripe data preparation
- Dynamic CVV verification
- HCE (Host Card Emulation) solutions for cloud-based payments
- Key management centre

The cryptographic services offered by Crypt2pay also include transaction security needs for connected smart devices through dedicated macro commands:

- Smart metering transactions
- Securing the Internet of Things (IoT)

The Crypt2pay product range uses the latest cryptographic technology. It adapts to different uses with a high level of reliability. New functions can be easily uploaded on the HSM to ensure upgrading to the latest market evolutions.

Crypt2pay is a universal module available in low, medium, and high speed, offering a large variety of options and connections.

Related Products

HSM for IoT

These solutions integrate security provisions to protect the communication of metering data and meter settings.

Cryptographic Data Preparation Device

Cryptographic Data Preparation Device for EMV card personalization elements to generate and secure EMV card personalization elements in your infrastructure.

HSM – Case Study



Bouygues Telecom is a provider of mobile, fixed, TV, internet and cloud services, part of the Bouygues group. Bouygues Telecom bets on the Internet of Things and the Machine to Machine. The provider is achieving the national deployment of the LoRa network in France. Bouygues wants to standardize Low Power Wide Area Networks (LPWAN) being deployed around the world to enable Internet of Things (IoT), machine-to-machine (M2M), and smart city, and industrial applications.

Challenge

Secure the communication of the Internet of Things within the LoRa network: technology of low data rate radio transmission for Internet of Things on the 868 MHz frequency.

Support IoT's growth while ensuring the system performance.

Flexibility, capability to provide a security solution that suits IoT vendors and LoRa network infrastructures.

Master an end-to-end security:

With all the IoT vendors.

With all the technical and functional components of Bouygues Telecom's LoRa network.

F14/06/2023

Solution

Based on our APSE, KM Based on our APSE, KMC, HSM crypt2pay and metapki solutions:

- Security management centre to generate and deliver the security features to the IoT.
- Oversight service for the security features of the connected IoT.
- Solution enrichment by manufacturers functions.

Project management and implementation:

- Customization and integration of the security products
- Integration of specific proprietary services
- Feedbacks all along the project
- Maintaining a long-term security requirement

Impact

Construction of an ecosystem that Bouygues can resell in the form of managed services. Bouygues can now base its legitimacy around the IoT.

- Bouygues secures from end-to-end
- Bouygues ensures to its customers the confidentiality of their transfer of information and the compartmentalization of the customers.
- Bouygues is now a global vendor for IoT

HSMs – Pricing

Proteccio HSMs

| HSM | Model | Comments | Catalog Price VAT excluded | Yearly Maintenance VAT excluded |
|---------------------------|-------------|---|-------------------------------|------------------------------------|
| Trustway Proteccio | EL model | It includes 1 virtual HSM + 1 batch of 10 smart cards Performances: - Up to 40 sign/s RSA 2048 - Up to 300 sign/s ECC 256 | € 10,443 | € 2,089 |
| Trustway Proteccio | HR model | It includes 1 virtual HSM + 1 batch of 10 smart cards Performances: - Up to 1000 sign/s RSA 2048 - Up to 2000 sign/s ECC 257 | € 17,100 | € 3,420 |
| Trustway Proteccio | XR model | It includes 1 virtual HSM + 1 batch of 10 smart cards Performances: - Up to 4000 sign/s RSA 2048 - Up to 4500 sign/s ECC 258 | € 26,790 | € 5,358 |
| Trustway Proteccio | USB | Kit includes - 1 virtual HSM - 1 batch of 10 smart cards | € 11,390 | € 2,278 |
| Trustway Proteccio | virtual HSM | Contains a batch of 8 smart cards | € 1,960 | € 392 |

Proteccio HSM ancillaries

| HSM | Model | Comments | Catalog Price VAT excluded | Yearly Maintenance VAT excluded |
|--------------------|--|---|-------------------------------|------------------------------------|
| Trustway Proteccio | Smart cards (Batch 10) | | € 570 | NA |
| Trustway Proteccio | Smart cards (Batch 10) - Nokia | | € 570 | NA |
| Trustway Proteccio | Smart cards (Batch 10) | New Idemia Smart cards 2.17 | € 570 | NA |
| Trustway Proteccio | Field replaceable Power Supply (variable speed fan) unit for Proteccio | One (1) replacement Power Supply unit for Trustway Proteccio | € 287 | NA |
| Trustway Proteccio | Kit of 2 Lithium Battery | 2 x Lithium batteries LS17500 | € 117 | NA |
| Trustway Proteccio | OEM Trustway Proteccio XT | It includes 1 virtual HSM + 1 batch of 10 smart cards | € 19,878 | € 3,976 |
| Trustway Proteccio | OEM Trustway Proteccio XT | XT OEM for Balance (Canada) | € 19,878 | € 3,976 |
| Trustway Proteccio | OEM Development Pack | It includes - 1 open HSM which support code loading (for debug) - 1 Code signing platform | € 21,524 | € 4,305 |
| Trustway Proteccio | Code Signing Station | Appliance signature station alone | € 10,443 | € 2,089 |
| Trustway Proteccio | XT-OEM | OEM XT appliance with software signed by the editor's key | € 19,878 | € 3,976 |
| Trustway Proteccio | Training 1 day 1 person | 1 day at Clayes-sous-Bois | € 1,800 | NA |

Crypt2Pay HSMs

| HSM | Model | Comments | Catalog Price VAT excluded | Yearly Maintenance VAT excluded |
|--------------------|-----------------------------------|--|-------------------------------|---------------------------------------|
| Trustway Crypt2Pay | Crypt2Pay XT 100 | | € 7,800 | € 1,560 |
| Trustway Crypt2Pay | Crypt2Pay XT 300 | | € 10,700 | € 2,140 |
| Trustway Crypt2Pay | Crypt2Pay XT 600 | | € 13,700 | € 2,740 |
| Trustway Crypt2Pay | Crypt2Pay XT 1200 | | € 15,700 | € 3,140 |
| Trustway Crypt2Pay | Crypt2Pay XT 3600 | | € 17,700 | € 3,540 |
| Trustway Crypt2Pay | Crypt2Pay XT DEV | For tests purpose only | € 13,500 | € 2,700 |
| Trustway Crypt2Pay | Key Management Centre | | € 7,900 | € 1,580 |
| Trustway Crypt2Pay | Secure (PCI) PINPAD | | € 1,120 | € 224 |
| Trustway Crypt2Pay | Standard PINPAD | | € 650 | € 130 |
| Trustway Crypt2Pay | Basic Firmware | Mandatory for any use cases | € 5,600 | € 1,120 |
| Trustway Crypt2Pay | Payment Firmware Extension | Add-On for Payment Use Cases | € 5,000 | € 1,000 |
| Trustway Crypt2Pay | Non-Payment Firmware Extension | General purpose FIPS, HSM or Smart Metering Use Cases | € 2,700 | € 540 |
| Trustway Crypt2Pay | Training - 2 days 1 person | Day 1: basics (presentation, installation, configuration, key management, TLS setup) Day 2: Expert & Paiement (keys usages, C2P uses cases) | € 3,600 | NA |
| Trustway Crypt2Pay | Professional services (day price) | Call for quote | € 1,800 | NA |

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XKSaaS

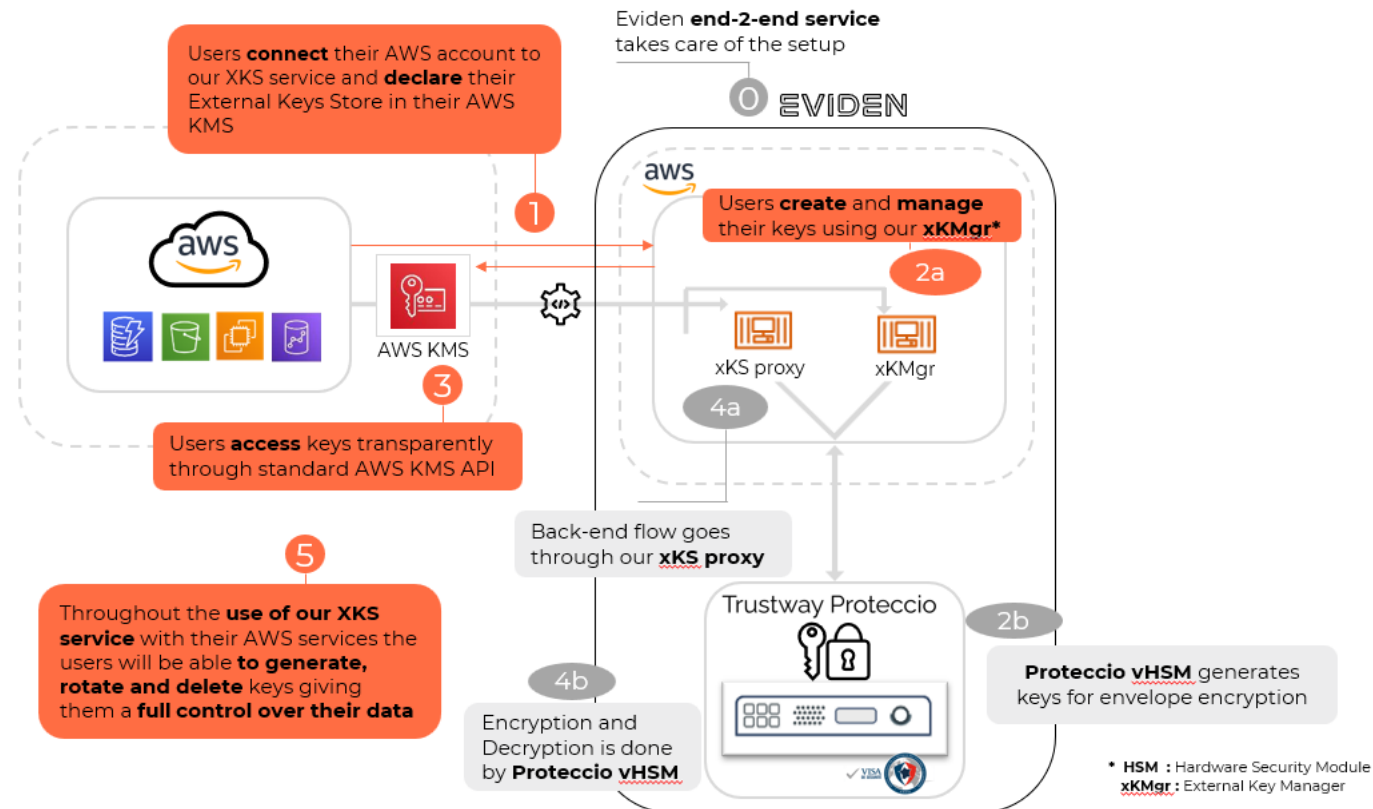
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XKSaaS

XKSaaS Features

Our umbrella offering covers 3 main use-cases to fully fit your needs:

- External key storage for AWS
- Advanced Encryption for Microsoft 365
- Bring-Your-Own-Key



- Encryption Services propose an **end-2-end service** – deployment, operation, and management by Eviden, **with all support tiers** (L1, L2, L3) and **24/7 operations**, with an SLA of **99.9%**
- It protects the sensitive and critical data, by **maintaining control of your encryption keys** with **additional keys generated from the HSM** to encrypt them (*envelope encryption – the encrypted key sits alongside the encrypted data*)
- AWS KMS forwards API calls to securely communicate with the HSM, and **the key material never leaves the HSM**
- **Integration with most AWS services** (*Amazon EBS, AWS Lambda, Amazon S3, Amazon DynamoDB, and over 100 more services*)
- The service also includes **xKMgr, a component to manage HSM keys lifecycle** through **REST API**, to allow easy DevOps integration.

Innovation

- as-a-Service approach
- Sovereign control
- Multi-cloud technologies

Experience

Delivering recognized cybersecurity solutions:

| | | | | | | | |
|---|---|---|--|---|---|---|---|
|  |  |  |  |  |  |  |  |
| Top global MSSP | LEADER | LEADER | LEADER | LEADER | LEADER | LEADER | Top 3 |
| Managed Security Services Provider (MSSP) | MSS Western Europe 2022 | IAM, MSS, TSS, and SSS | Cyber Resiliency Services | IT Managed Security Services | Identity Governance Administration | Cybersecurity Services | Cybersecurity Services |
| 2022 | Major Player Worldwide Managed Cloud Security Services multi cloud Era 2022 | France Germany Switzerland UK, Nordics, US and US Public Sector 2022 | Global 2022 | Europe 2022 | Global 2022 | Global 2022 | Global 2022 (Outstanding Voice of the Customer 2022) |

XKSaaS Elements

Trustway Hardware Security Module:

- Strong Cryptographic partitioning
- Strong encryption process
- Highly available infrastructure
- Secured storage of keys outside AWS

The service enables customers to protect their most sensitive and critical data, by maintaining control of their own encryption keys in the Trustway HSM.

Eviden’s Trustway Proteccio is a hardware security module (HSM) that safeguards and manages digital keys for protecting critical data from unauthorized use or theft.

Compliance and Audit performance by complying with most restrictive data privacy regulations including **GDPR, eIDAS, CWA 14167-2-PP, ANSSI** and **NATO SECRET** certified.

By using Trustway, the customer keys are under its exclusive control and securely stored in the HSM.

Manage keys outside AWS with exclusive control

External key storage for AWS is enabling the storage of additional keys on a hardware security module (HSM) that is operated by Eviden and securely stored in a datacenter outside the cloud, making sure that the entire encryption process is managed.

Data Compliance

External key storage for AWS is a complete service for AWS cloud infrastructures and complies with the most restrictive data privacy regulations (**GDPR, eIDAS**), **raising the level of sovereignty** over your data in AWS, including the ability to encrypt with key material outside of the cloud provider.

Sensitive data protection

To protect the data encryption keys, additional master keys are generated from the HSM to encrypt them (process called envelope encryption). Without the additional key, the original data is inaccessible.

Ease of management and deployment

End-to-end solution in a SaaS mode, fully managed and operated by Eviden, to increase efficiency and reduce costs by simplifying key management and solution deployment.

Benefits of External key storage for AWS

- Full control of the HSM master encryption keys.
- Secured AWS integration and safe migration to the cloud.
- Regulatory compliance & increased sovereign control.
- Easy SaaS customer adoption.

Addressing the customer needs

Lack of control on the encryption?



Entire encryption process is managed by Eviden.

Service availability issues?



Highly available infrastructure.

Lack of security?



Secured pipe.

Protect the data encryption keys.

Increased level of control.

Lack of compliance?



Critical workloads are under your exclusive control.

XKSaaS – Pricing

| | | |
|---------------------------------------|---|--------------------------|
| XKSaaS | Per Application | €60,000 per annum |
| Working Unit (W.U.) assistance | Specific assistance requested outside of Service & Maintenance agreement. N.B. 1 Working Unit (W.U.) = 1 man for 1 day. | €1,150 per W.U. |

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SafeKit

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SafeKit

Features & Elements

A simple High Availability software, easy to deploy

All-in-one high availability

In one software product, SafeKit provides on Windows and Linux:

- load balancing
- synchronous real-time file replication
- automatic application failover
- automatic failback after a server failure

Save costs of network load balancers or dedicated proxy servers, shared disk or replicated SAN storage, enterprise editions of Operating Systems and databases, specific skills to maintain operational a cluster.

A generic product

You can apply this generic product to your applications, databases, full Hyper-V or KVM virtual machines, Docker, Kubernetes, Cloud applications.

A complete solution

SafeKit solves:

- Hardware failures (20% of problems), including the complete failure of a computer room,
- Software failures (40% of problems), including restart of critical processes,
- Human errors (40% of problems) thanks to its ease of use and its web console.

Zero specific skills

No special computer skills are required to deploy a SafeKit high availability cluster.

No Additional hardware requirements

Forget about shared disks, replicated SAN storage... SafeKit is hardware independent and runs on your existing physical servers, or in virtual machines, or in the cloud.

No extra software costs

SafeKit works with the standard editions of Windows and Linux and does not require enterprise editions of databases.

SafeKit – Case Study



Challenge

Milestone XProtect is a video surveillance platform used by Milestone's partners around the world to collect, record and store video whilst also providing a live interface. The consequence of losing the management server would be to lose live images, maps and playback as well as preventing immediate reaction to events, therefore, the system cannot be compromised by downtime.

Solution

SafeKit provide a pre-packaged mirror module. Set as a synchronous cluster, the Primary is constantly replicated to the Secondary. Should the Primary fail, the system automatically switches immediately to run on the Secondary. Any and all changes on the Secondary are then replicated to the Primary when it is rebooted.

Impact

Security, Life Safety, and Incident Response providers can be sure their XProtect platform remains stable at all times.

SafeKit – Pricing

| | | |
|--|---|--------------------------------|
| SafeKit Licence | 2 Licences required per duplication required – Perpetual licences, includes 1st year Support & Maintenance | €8,400 per license pair |
| SafeKit Support and Maintenance | Support & Maintenance after Year 1. Annual renewal | €1,540 per annum |
| Working Unit (W.U.) assistance | Specific assistance requested outside of Service & Maintenance agreement. N.B. 1 Working Unit (W.U.) = 1 man for 1 day. | €1,150 per W.U. |

EVIDEN

Partner Program

an atos business

Partner Program

Join Eviden's partner program

Eviden has developed a network of partners throughout the world. With a strong network of over 100 partners, Eviden can now provide the fullest and most personalised responses to our clients.

Join our network of technological and commercial partners and benefit from our dedicated programs to support you in your most ambitious client projects.

We build strategic relationships with our clients allowing us to complete our offering with complementary solutions and expertise. We give our clients the chance to take advantage of the best technologies on the market, with access to the most qualified expert services on our offering and in the field.

We share excellence with our partners in the implementation of client projects, providing the most appropriate responses for each profession.

Our partner programs are adapted to suit each type of relationship, principally:

- Integrator-resellers
- Technological partners
- OEM and distributor partners

We help our partners achieve success with our clients and make dedicated training and certification programs available to them, as well as customised support to respond to clients' needs.

We build strategic relationships with our partners allowing them to complete Eviden's offering with their business expertise. Eviden shares excellence with our partners in the implementation of projects providing innovative solutions to meet the clients' needs. We offer the following Partner Program benefits.

License and maintenance

Attractive partner discounts with high margin on software.

Access to special discounts as part of marketing and competitive programs.

Sales

Sales training and support to help as part of sales process and qualification of client need.

RFP, Proposal, and Presales support.

Expert sales and technical support to draft proposals.

Consulting for architecture solutions.

Webinars on products and solutions for consultants and sales.

Software and support

Access to software with temporary key for demonstration, training, Proof of Concept. Access to website support:

- Online software and documentation download
- FAQ
- Web Call Desk

Training

Online product training and certification.

Access to catalogue of certified training courses on Eviden products.

Interfaces

Designation by each party of an assigned contact to manage the partner relationship.

Joint business plan and commitment associated with targets for performance.

Access to deal registration process via Eviden website.

Consulting

Technical support for Proof of Concept.

Access to technical proposals, specifications, and methodology for recommended implementation.

Webinars:

- General and technical overview for consultants.
- Road Map and What's New

Services

Partner discount on prices for professional services and technical training.

Access to project templates as part of on-request expert support during project implementation.

Marketing

- Market Development Funds.
- Mutual referencing on the Eviden and partner website.
- Cross-authorization to use Eviden and partner logos.
- Access to Partner Portal includes Presentations, Marketing Brochures, Proposal Documentation, White Papers.
- Evidian participation in partner events as requested.

Partner Program

Eviden is dedicated to growing its channel business – that means opportunities for you. You will receive attractive discounts and development funds for supporting our reseller model, and new business opportunities on products. We developed the Eviden Cybersecurity Partner Program to reward the investments and commitment resellers make in selling our solutions and supporting customers. The Eviden Cybersecurity Partner Program offers easy on-boarding and fast ramp-up to help you get rapid results.

Onboarding

At Eviden, our onboarding process is fast and straightforward. We want you to be successful as quickly as possible. Partners can be onboarded in a few weeks. You can start generating revenue and receiving Eviden benefits quickly, even if you haven't completed all the certifications you need. New resellers can sell Eviden Cybersecurity products as soon as they have completed the Sales certification requirements. Once Sales and Presales certification are achieved, you'll be eligible to receive Marketing Development Funds (MDF), as well as the right to use the reseller logo for external communications.

We expect you as a valued partner to build the necessary skills to support customers so we can grow the business together. This is why we ask you to meet the requirements concerning certification. Your channel account manager will work with you to define a training and certification plan and ensure you have all the tools necessary to get started and to succeed.

Marketing and Sales Benefits

Every partner needs the right support and tools to be successful and grow in the market. And we want you to grow with Eviden. We have put together programs and resources to help you generate demand in your business, increase your visibility, and position Eviden Cybersecurity products in the market.

Marketing Development Fund

As a partner, you can accrue Marketing funds on sales of Eviden Cybersecurity products. To access partner funds, you can simply apply for them (prior to executing the activity). Once Eviden approves, you can go ahead and complete your activity, and submit the claim up to 60 days after the activity.

The main conditions for funding are:

- For each marketing activity, the maximum amount the partner may be entitled to receive is 50% of partner's external expenses.
- Programs eligible for funding are 100% dedicated to Eviden products and which have been approved by Eviden.

Eviden reserves the right to change the MDF policy and shall provide a 30-day notice period.

Partner Account Manager

As a partner, you'll be assigned a partner account manager who will be on hand to answer questions and act as your advocate within Eviden. They can help you in the following ways:

- Assist with business planning, forecasting, and account planning.
- Coordinate training and help you achieve the certifications you need.
- Assist with marketing planning and execution.
- Provide support during the entire sales cycle and accompany you on sales call.

Partner Portal

Our partners benefit from the online Eviden Club Cyber Partner Portal, which is the central resource for finding up-to-date information on the program itself as well as solutions, marketing opportunities, training, documentation, software, and more. The content is updated regularly to give you the tools and resources you need to win more business with Eviden Cybersecurity products.

Sales and Marketing Collateral

You can download, distribute, and print a wide variety of sales and marketing collateral, such as data sheets, brochures and other types of materials listed below. Just go to the Eviden Club Cyber Partner Portal to download what you need.

Product brochures describe the features and benefits of the products you're selling, Ready-to-use presentations and customer use cases by vertical industry.

Events

You can take part in Eviden roadshows, partner conferences, briefings, and product launches in your country or region. Your partner account manager will keep you posted on upcoming events.

Press

If you would like to produce and distribute a press release announcing your partnership with Eviden or significant customer wins, we'll be happy to help! Please note that all press releases mentioning Eviden must be approved.

Sales Support & Resources

Partner Briefings: We organize webinars that offer a quick and convenient way to get up to speed on Eviden Cybersecurity products, our partner program, marketing updates and more.

Presales Support

Managing the presales phase effectively is crucial to winning the deal, which is why we provide you with the necessary resources to help it go smoothly. Partners benefit from presales assistance from our specialists, answers to customer queries about solutions and capabilities, and advice on choosing the right solution to meet the client's needs.

Communications

Eviden offers a series of communication vehicles to keep you informed.

- Partner webcasts are a quick and convenient way to get the latest information on Eviden Cybersecurity products and programs.
- Product newsflashes are short emails that keep you informed of new product releases.

Logo Usage

Once you achieve Eviden Cybersecurity product certification, you can use the partner logo on your marketing materials. This demonstrates that you have the expertise necessary to support Eviden's clients. Eviden is committed to investing in and expanding our partner business. We look forward to working with you as a valued partner and building customer success together!

Ambassador Program for IDaaS, IDaaS A & G & PKIaaS – Give & Get

| | Eviden | Partner |
|---------------------------|--|---|
| Business | Silver member in the Cyber club Dedicated Alliance manager | Minimum of 2 dedicated sales |
| Free training | 1 sales enablement session 1 training session for partner PS 1 on site sales coffee | Minimum of 4 dedicated people: <ul style="list-style-type: none"> • 1 support engineer • 1 pre-sales • 2 sales |
| Marketing | Joint marketing plan: <ul style="list-style-type: none"> • 2 webinars per semester • 2 customer success PR • Support for events | Lead generation campaign Market awareness - event |
| Eviden support | Dedicated pre-sales support for the first 10 deals | Eviden PS to be ordered until Partner PS are level 2 Certified* |
| Demo platform | Access to the demo platform | |
| Ambassador Program | <ul style="list-style-type: none"> • Duration: 12 months • Exclusivity on a territory and/or vertical • Exclusive discount on deals: 15% for 2y contract, 20% for 3y contract • 4 free onsite sales corners with local Eviden Alliance Manager support • 4 free onsite customer share & drink manage by local Eviden Alliance Manager | |

* Level of certification 2 s obtained after 3 customers confirms their full satisfaction in the Eviden survey - standard PS to be ordered is up to 5 days of Eviden PS

UK Contacts:

For more information, please contact:

EVIDEN

Stephen Blake
Specialized Sales Representative
Cyber Products
Eviden

+447811698396
stephen.blake@eviden.com
eviden.com



an atos business

EVIDEN

Nigel Cogram
Cyber Products Sales Executive
Eviden

+447971967092
nigel.cogram@eviden.com
eviden.com



an atos business

EVIDEN

Charles Piron
Global Channel & UKI Sales Director
Cyber Security Products
Eviden

+447814064470
charles.piron@eviden.com
eviden.com



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