Company Index

Company	Description/Category	Website
Ceedo Flexible Computing	Ceedo delivers workspace virtualization solutions that extend the reach of business computing to unmanaged PCs beyond the corporate domain. **Category: Enterprise Software**	**www.ceedo.com**
CHECKMARX SOURCE CODE ANALYSIS TECHNOLOGIES	Checkmarx provides comprehensive solutions for automated security code review. The company pioneered the concept of a query language-based solution for tracking technical and logical code vulnerabilities. **Category: IT Security**	**www.checkmarx.com**
CONTROLS FORCE	Controls Force is an innovator for transactional controls, which monitors different types of core business transactions across multiplicity of IT systems or/and business processes. **Category: IT Security**	**www.controlsforce.com**
correlsense	Correlsense provides IT transaction management solutions to leading financial services, insurance, online retail, life sciences, and telecommunications companies. **Category: Business Analytics**	**www.correlsense.com**
EVOLVEN	Evolven delivers innovative change and configuration automation solutions allowing IT organizations to prevent downtime and minimize its impact. **Category: Enterprise Application**	**www.evolven.com**
GIGASPACES	GigaSpaces Technologies is a leading provider of a new generation of application platforms for Java and .Net environments that offer an alternative to traditional application-servers. **Category: Enterprise Infrastructure**	**www.gigaspaces.com**
AU10TIX I-SEC Technologies B.V.	Au10tix (I-Sec Technologies) deals with the authentication and digitalization of identifying documents, including: Passports, identity cards, driving licenses and other complementary ID documents (A7-A4). **Category: Security**	**http://www.au10tix.com/**

neebula	Neebula offers system management tools for data centers. The ServiceWatch is the only product available capable of delivering Business Service Management for dynamic IT environments. **Category: Enterprise Application**	**www.neebula.com**
NOLIO application service automation	Nolio provides a unique application-centric platform named ASAP for automating application deployment, maintenance, remediation and recovery. **Category: Enterprise Application**	**www.noliosoft.com**
OpTier *Putting first things first*	OpTier's Business Transaction Management solution (OpTier BTM™) enables business application owners to take control over service performance and availability. **Category: Enterprise Application**	**www.OpTier.com**
skybox security	Skybox Security delivers a complete portfolio of security risk and compliance management solutions that are like x-ray vision for IT networks. **Category: IT Security**	**www.skybosecurity.com**
Trusteer	Trusteer helps online banks, brokerages, retailers and enterprises secure the consumer desktop from financial malware attacks and fraudulent websites. **Category: IT Security**	**www.trusteer.com** \\usala-servern\Shared\IT\banking IT\www.safend.com
WCK GRC Risk-Driven IT GRC Solutions	WCK provides solutions for risk-driven IT-GRC management and for comprehensive security assessments. **Category: IT Security**	**www.wck-grc.com**

Ceedo Technologies

www.ceedo.com

Dror Wettenstein, Founder & CEO| +972-52-6692061

Company & Solution at a Glance

Ceedo delivers workspace virtualization solutions that extend the reach of business computing to unmanaged PCs beyond the corporate domain. Ceedo's unique platform can virtualize standard Windows applications and manage them on an isolated virtual workspace that can run on any PC from a USB device or the local cloud.

Customer's Challenges

By enabling the user's application workspace to run on any device, Ceedo allows customers to provide their employees, contractors and partners with flexible and secure access to mission-critical applications immediately. Whether it is improving business continuity during PC failures and natural disasters or simplifying IT support for distributors and points-of-sale, Ceedo dramatically reduces the TCO and complexity of providing computing resources to traditionally unmanaged machines.

Our Offering

Using a powerful workspace virtualization technology, Ceedo Enterprise encapsulates a set of standard Windows applications within a secure, managed, virtual workspace that runs on any Windows PC – no installation required. This workspace can then be deployed to devices such as an employee-owned PC or laptop, low-cost netbook or secure USB storage – and managed remotely throughout its lifecycle.

Unique Differentiators

An enterprise using Ceedo can more easily and affordably provide enterprise-grade computing beyond the organizational domain. Ceedo's platform allows for an unprecedented level of flexibility in dealing with a variety of challenging IT scenarios.

Business Benefits for the client

Ceedo allows IT organizations to reduce the TCO and fixed cost investments required to support distributed computing scenarios. Customers can now quickly provision teleworkers, contractors and partner points of sale with a pre-configured virtual workspace that allows them to start working immediately – on any Windows PC – with instant access to office, CRM, ERP and other essential applications, including one-click remote access through VPN or Citrix.

References, Strategic Partners, Current Presence in the USA

Ceedo's products have been deployed on over 4 million devices worldwide, where they are managed and used daily by consumers, enterprises and service providers. Key partners include McAfee, RSA, Avaya, Citrix and SafeNet. Customers include major banks (Intesa San Paolo, Monte dei Paschi di Siena, Carige, Carilo), insurance companies (Deutscher Ring, Generali, Suva) and large enterprises across Europe. Ceedo began its penetration into the U.S. market in late 2010, working through local resellers and in cooperation with its strategic technology partners.

Business Model

Ceedo Enterprise is sold on a per/end-user license basis, including management capabilities.

Checkmarx

www.checkmarx.com

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Company & Solution at a Glance

Checkmarx was founded in 2006 with the vision of providing comprehensive solutions for automated security code review. The company pioneered the concept of a query language-based solution for tracking technical and logical code vulnerabilities. Checkmarx's has been recognized by Gartner as sole visionary in their latest 2010 SAST magic quadrant and as Cool vendor in application security 2010.

Customer's Challenges

Software vulnerabilities can cause tremendous business pain and in recent years a new breed of tools and solutions have emerged aiming at protecting the applications thus handling the root cause of most breaches. "SAST for security vulnerabilities should be a mandatory requirement for all IT organizations that develop or procure application" - Gartner, Magic Quadrant for Static Application Security Testing, December 2010. While the need is clear, finding all the possible security and other flaws is challenging and existing products are not smart enough to bring us to the promise land of unbreakable applications

Our Offering

Checkmarx developed the first open platform for true Source Code Analysis (SCA) and its marquee application: Static Application Security Testing (SAST). The Checkmarx product family is based on patent-pending technology and provides maximum application security for software developers and security experts throughout the Software development life cycle (SDLC), in both Enterprise and Cloud platform models

Unique Differentiators

Checkmarx has been selected in the Gartner "Cool Vendors in Application Security, 2010" report. The Checkmarx product's key distinction is that it converts programming languages' code into a single common-language format and holds it in persistent storage. That storage makes an application security intelligence repository, which enables repeatable queries and impact analysis. Queries, unlike traditional reports, enable specific answers to specific questions. This is a step beyond the current common security testing approach, which is based on the execution of repeatable security tests that produce reports with limited search capabilities and limited analysis capabilities. **Business Benefits for the client**

Business Benefits for the client

Checkmarx provides the best way for organizations to introduce secure development while systematically eliminating software risk. Checkmarx streamlines the workflow of key stakeholders in the software development process, increasing their effectiveness in finding problems and reducing the need for costly professional services. The product enables developers and auditors to scan code anywhere, anytime. For CISOs, it means that securing applications in the enterprise is finally practical and achievable.

References, Strategic Partners, Current Presence in the USA

History: [Official gatekeeper of Salesforce.com, private cloud at News corp]

Business Model

Enterprise, private cloud or public cloud offerings. Perpetual or subscription based pricing.

Control's Force

www.controlsforce.com

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Company & Solution at a Glance

We are a software technology innovator for transactional controls. Our Transaction Watchdog™ solutions monitor different types of core business transactions across multiplicity of IT systems or/and business processes. Our solution detects human data entry, system errors and insider's fraud schemes before business loss occurs.

Customer's Challenges

IT systems are not protected against employees that use their access rights for personal gain. IT systems cannot identify input data loss or false data. These risks (transactional risks) cannot be identified in a single IT system and in one point in time. In many cases these risks cannot even be detected post-mortem. Controllers cannot check 100% of all A/P invoices against purchase orders, prior received invoices, delivery notes and inventory records.

Our Offering

Detect transactional risks in the right time. Buying Transaction Watchdog™ is one of the solutions that monitor each purchasing deal with supplier to prevent the risk(s) of duplicate invoice, ghost invoice, ghost item, overpayment, insiders' fraud and segregation of duty.

Unique Differentiators

Long-running business transaction control and monitoring. Right time data discrepancies notification across multiplicity of computerized systems or/and business processes. No integration required. No interruption of current processes. Can run in the Cloud or on site.

Business Benefits for the client

Allows controllers do more with less. Detects 100% of data exceptions in the right time. Points out the root causes of potential losses (IT system, procedure, business process). We find you money and show ROI during the Pilot.

References, Strategic Partners, Current Presence in the USA

History: Office in MI (USA) since 2009
Clients: Midsize manufacturing companies using ERP (SAP, QAD, Microsoft, Sage)
Partners: Ness Technologies, Freudenberg-NOK General Partnership

Business Model

Model #1: Processing fee per transaction plus percent of the prevented loss.
Model #2: Flat license fee

Correlsense

www.correlsense.com

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Company & Solution at a Glance

Correlsense is a privately held company that provides IT transaction management solutions to leading financial services, insurance, online retail, life sciences, and telecommunications companies.

Customer's Challenges

Correlsense helps businesses achieve IT reliability by detecting degradations and outages caused by poorly performing applications. Enterprises use this data to optimize the end-user experience, to minimize the risks associated with new service roll-outs, to issue chargebacks for IT resources consumed, and to improve the capacity planning process.

Our Offering

Correlsense's award-winning flagship product, SharePath, provides a breakthrough in enterprise IT application performance management by enabling both a bird's-eye and a detailed view of how transactions perform across multiple tiers in the data center.

Unique Differentiators

Unlike other solutions that are application-specific or that only conduct random samplings, SharePath monitors 100 percent of transactions across all applications with negligible impact to the production environment.

Business Benefits for the client

SharePath helps customers:
Ensure performance and service levels are met across physical/virtual hardware/software.
Prevents downtime and loss of revenue from occurring from delayed delivery of new/competitive business capabilities.
Enables IT organizations to manage cost allocations via transaction metering.

References, Strategic Partners, Current Presence in the USA

History: Correlsense is headquartered in Framingham, MA
Partners: OnX Enterprise Solutions, Fusion Business Solutions, and Metron.
Customer Quotes: "I'm looking at data at an aggregated level, but if I wanted to, I could drill down to look at the one transaction out of 1,600 that failed to meet an SLA. It's almost like having a real-time data warehouse." CIO, US-based insurance company

Business Model

Direct sales
Channel partners
Enterprise "Freemium" offering: real user monitoring software free for 1 year

EVOLVEN

Evolven Inc.
www.evolven.com
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Company & Solution at a Glance

Evolven delivers innovative **change and configuration automation** solutions allowing IT organizations to prevent downtime and minimize its impact. Customers use Evolven **for release validation**, **change detection**, **incident investigation** and **disaster recovery verification**.

Customer's Challenges

Complexity and dynamics of today's IT environments translate into painful downtime and incidents. Many times, it is the result of the mis-configuration of merely one of the thousands of configurations parameters included in a typical IT environment. Identifying and analyzing such mis-configurations early on is critical for preventing downtime and minimizing its impact.

Our Offering

Evolven software provides IT organizations with complete control over intended or unintended changes. It provides powerful capabilities to **Validate** releases and changes, **Monitor** changes and detect drift, **Investigate** incidents when they occur, and **Audit** any changes made.

Unique Differentiators

Dives Deep - automatically and within minutes capture even the most granular configuration parameter in your environment, including configuration files, registry, database schema, stored procedures, and reference data held in the database.
Compares Entire Business Service Environments - compare entire environments: applications and their underlying software infrastructure stack, including: applications, front-end servers, middleware, databases, messaging layer and operating systems.
Delivers Analytics - Combines robust analytics and knowledge-base to analyze impact and criticality of changes and differences, allowing you to focus on what matters most as early as possible.

Business Benefits for the client

Reduce **Cost of Downtime** by **42%**
Slash **Incident Investigation Time** by **50%**
Reduce **Number of Incidents** by **35%**

GigaSpaces

www.gigaspaces.com

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Company & Solution at a Glance

GigaSpaces Technologies is a leading provider of a new generation of virtualized application platforms. Our flagship product, eXtreme Application Platform (XAP), delivers end-to-end scalability across the entire stack, from the data all the way to the application. XAP is the only product that provides a complete in-memory solution on a single platform, enabling high-speed processing of extreme transactional loads, while scaling to meet any requirement – dynamically and linearly. XAP was designed from the ground up to support any cloud environment – private, public, or hybrid – and offers a pain-free, evolutionary path from today's data center to the technologies of tomorrow.

Customer's Challenges

Exponential volume growth, automated trading, increased regulation, and straight-through processing are placing record demands on capital markets applications in terms of performance, scalability, and reliability – Which existing architectures can't deliver.

Our Offering

GigaSpaces XAP provides an application platform that provides sub-millisecond response time with seamless failover, and dynamic scalability to: **Automatically scale to handle millions of transactions/calculations; **Provide Always-On availability and system resiliency; **Guarantee performance under any load; **Reduce TCO using a single, agile platform and reducing HW and SW investment and maintenance costs (improves HW utilization by up to 500%); **Shorten time-to-value on new products and services; **Cost effectively comply with increasing regulatory requirement.

Unique Differentiators

GigaSpaces XAP is the only product that provides a complete middleware solution on a single, scalable platform.

Business Benefits for the Client

Automatic scaling and guaranteed performance under any load; *Always-On availability and system resiliency; *Reduced TCO by using a single, agile platform and reducing HW and SW investment and maintenance costs (improves HW utilization by up to 500%); *Shortend time-to-value on new products and services

References, Strategic Partners, Current Presence in the USA

History: GigaSpaces was established 10 years ago, is privately held and profitable, with offices in the US, Europe and Asia

Clients: GigaSpaces customers include six of the world's top 10 investment banks, world-leading exchanges, market data providers, hedge funds, retail banks, leading telecommunications and mobile carriers, global Web-commerce companies, and leading Internet media organizations

Au10tix - I-SEC Technologies B.V.

www.isec-technologies.com

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Company & Solution at a Glance

Au10tix deals with the authentication and digitalization of identifying documents, including: Passports, identity cards, driving licenses and other complementary ID documents (A7-A4). Au10tix is a subsidiary of ICTS International (Established 1982; Nasdaq symbol CTSF.OB). ICTS is a global provider of security services and solutions that specializes in high-security environments such as airports, border crossings and sensitive facilities. I-SEC was born as the ICTS technology development arm and later became an independent enterprise, implementing the enormous knowledge and experience that has been accumulated over the years froam its global operations into business focused applications, identity fraud prevention applications and applications used for the automatic retrieval and management of identity documents (Paperless Enrollment).

Customer's Challenges

Quick identification & authentication during customer enrollment/transactions processes
ensuring compliance with Government security, anti-money laundering (KYC) and anti-fraud requirements and regulations.
Operational cost savings through the reduction of paper usage (printing, filing, archiving), integration with external systems and reducing the time involved with processing transactions

Our Offering

The company specializes in implementing hardware-software based applications used for scanning, identifying and acquiring identity documents in real-time, authenticating them and their owners.

Unique Differentiators

An enterprise using Ceedo can more easily and affordably provide enterprise-grade computing beyond the organizational domain. Ceedo's platform allows for an unprecedented level of flexibility in dealing with a variety of challenging IT scenarios.

Business Benefits for the client

The company's technology's significant advantages over other technologies used for "reading" documents are in the identification and analysis techniques and in the fact that the system allows taking into consideration deviations from the documents' standard printing template which occur due to deterioration of the document or due to the difference between the production of the same document in different environments or locations. The system allows the handling of a large variety of documents from across the globe and includes advanced capabilities of learning and adjusting to different documents (both standard and not)

References, Strategic Partners, Current Presence in the USA

Partners: Experian, General Electric (GE), SAGEM

Business Model

Transactional based payment model

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Company & Solution at a Glance

Neebula offers system management tools for data centers. Our ServiceWatch is the only product available capable of delivering Business Service Management for dynamic IT environments. Neebula was founded in 2009 by industry executives from leading system and networking vendors. Neebula currently has 25 employees with offices in US and Israel.

Customer's Challenges

BSM (Business Service Management) was created to resolve the issues caused by the complexity of business services that span many applications and servers. Essential to BSM implementations is the creation of a central map of all IT components and their relationships to business services. Business service modeling in current BSM solutions is performed manually, with the aid of discovery tools. Creating this model and keeping it up to date is an enormous task requiring a large amount of human involvement. And today, when data centers are becoming dynamic through adoption of virtualization and cloud architectures, the task of manually building and maintaining the service map is an impossible mission.

Our Offering

Neebula provides a Business Service Management (BSM) tool that is capable of mapping, in real time, business services to application and to all infrastructure resources such as servers, network and storage elements. With a unique discovery technology suited for dynamic environments, Neebula's ServiceWatch is capable of managing dynamic environments such as virtualized data centers and private/public clouds. Tied with a system management tool, it provides full capabilities for root cause analysis, impact analysis, problem isolation and other critical IT processes.

Unique Differentiators

Neebula ServiceWatch uses patented technology to automate the creation and maintenance of the BSM service model, keeping it up to date even in a dynamic environment such as a virtualized or cloud environment.

Business Benefits for the client

Neebula's ServiceWatch eliminates the cost of service model maintenance and reduces substantially the initial setup cost.

References, Strategic Partners, Current Presence in the USA

History: US presence since 2010, east and west coast
Clients: 10 customers in US and Israel
Partners: IBM, VMware, Microsoft

Business Model

Perpetual license or subscription

Nolio

www.noliosoft.com

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Company & Solution at a Glance

Nolio is a software company that provides a unique application-centric platform named ASAP for automating application deployment, maintenance, remediation and recovery.

Customer's Challenges

Increasing application complexity, the growing volume and frequency of application changes, and the need to execute operations across multiple environments and infrastructures (physical, virtual and cloud) are causing application failures, bottlenecks and delays. Existing manual and semi-automated approaches are uncoordinated, time-consuming, error prone and do not scale

Our Offering

-Nolio ASAP equips IT operation teams with the ability to automate and centrally manage application release, maintenance, remediation and recovery across the data center – increasing application quality, ramping-up release time, while cutting IT operation costs.

-Nolio ASAP enables the modeling, standardization and automated execution of application release processes including deployment, maintenance patches and configurations, updates, roll-backs, and more, transforming complex, error-prone tasks into reliable and repeatable processes.

-Nolio ASAP eliminates manual or semi-automated scripts, replacing these with orchestrated processes, orchestrated across all application stakeholders and environments to standardize, streamline and accelerate application change in the data center.

-Nolio ASAP dashboard and reports deliver full visibility of application release including historical reports and granular auditing, providing to achieve manageability and meet internal and industry regulatory compliance (such as SOX, PCI, or HIPAA).

Unique Differentiators

Nolio ASAP is the first and leading Application Centric solution that focuses only on application service management automation across any environment/infrastructure.

Business Benefits for the client

Reducing application downtime by 95%
Decreasing application release time by 90%
Cutting application's maintenance window by 50%
Improving & scaling operational productivity by up to X6 without any additional resources
Full visibility, manageability and control of all Application services (who/where/when)

References, Strategic Partners, Current Presence in the USA

History: Nolio Inc. was established in July 2009 and has offices in NJ and Minneapolis Clients: Credit Swiss, Lombard-Odier Bank, EMC, D&B, LIVEPERSON, Milliman Sears and others.
Partners: SERENA, ATOS ORIGIN.

Business Model

Licenses based model, perpetual or subscription.

OpTier

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Company & Solution at a Glance

Of the billions of business transactions conducted every second, more are assured by OpTier than by any other IT management software company. OpTier's Business Transaction Management solution (OpTier BTM™) enables business application owners to take control over service performance and availability. OpTier BTM assures the quick and successful execution of all business transactions, by managing every step of every transaction.

Customer's Challenges

OpTier BTM enables businesses to: Avoid outages due to software, configuration and usage changes, Isolate performance problems and reduce resolution times, Improve operational efficiency with business impact visibility, prioritized alerts, and faster problem resolution, and Facilitate the adoption of shared services by enabling SLA monitoring, and activity-based costing and business unit reporting.

Our Offering

-What is the value of BTM?
Delivers end-to-end visibility of all business transactions, across all tiers, all the time
-Provides detailed information including business context, performance, availability, SLA compliance, flow topology, resource consumption and other IT metrics
-Assures that business transactions flow smoothly within IT applications and infrastructure by identifying and helping to remove bottlenecks and avoid outages
-Reveals how changes in IT impact the business and how changes in business practice impact the ability of IT to assure service quality
-Prioritizes IT management processes based on business needs
-Optimizes IT to reduce costs while meeting service level objectives

Unique Differentiators

-With OpTier BTM, application owners can:
Obtain accurate usage and performance information for all transactions provided by the application
-Negotiate service levels with end-users and other service consumers based on actual business transaction information
-Assure SLA compliance
-Improve cross-organizational communication with lines of business, other application teams, infrastructure and operations
-Provide usage and cost reporting to the line of business
-Reduce production roll-out and other change risks

References, Strategic Partners, Current Presence in the USA

-Founded in 2002, OpTier is headquartered in New York with offices in California, Israel, & the UK
Clients: Crédit Mutuel Arkéa, Morgan Stanley, Duetsche Bank, Markit, Blue Cross
Partners: Sun, Microsoft, HP, Oracle, Cisco, ExcelianBusiness Model

Company & Solution at a Glance

Skybox Security is a private, venture-backed company with a strong customer base and have been in business since 2002. We are a US company, headquartered in San Jose, CA with sales and R&D locations in Europe and Israel.

Skybox Security delivers a complete portfolio of security risk and compliance management solutions that are like x-ray vision for IT networks. Skybox solutions provide a comprehensive view of the network environment, combining information about network topology, configuration settings, vulnerabilities, threats and important assets. With Skybox, IT security and operations personnel can quickly anticipate potential avenues of attack, ensure compliance, and maximize availability of critical network services.

Customer's Challenges

Skybox Security helps customers predict and prevent cyberthreats that could damage critical information and business services.

Our Offering

Skybox Security's automated security risk and compliance management solutions help IT organizations pinpoint and prioritize security risks, compliance and availability exposures within minutes. These solutions automatically collect and analyze comprehensive data about network topology and systems, configuration settings, threats and vulnerabilities - anticipating the most urgent IT concerns before harm has been done.

Unique Differentiators

-Complete Portfolio – With a complete portfolio, Skybox Security can cover all of organizations security risk and compliance management needs.
-Fast and Scalable – Pinpoint risks in minutes and scale to fit any size network. Our solutions are radically more efficient at quickly honing in on the network information that counts, without producing and sifting through tons of irrelevant data that bog down other solutions.
-Proven – Our solutions have been stress-tested for capability, reliability, and effectiveness in some of the most challenging networks in the world..
-Advanced analysis – Our advanced tools give you actionable information to predict and resolve risks. Skybox excels at highlighting critical risks using comprehensive network and threat information, visual network mapping, predictive 'what if' modeling, attack analysis, and drill-down capabilities to get to the heart of risk or compliance issues.

Business Benefits for the client

Automate Security Tasks – Automate and schedule tasks such as data collection, analysis, reporting and ticketing – trims IT security management time by an order of magnitude
Visualize and pinpoint critical security concerns in minutes – addressing risks before they cause harm
Demonstrate Compliance with Regulations
Audit and generate reports on compliance with regulations withing minutes – reducing cost and effort of maintaining compliance status, Change Assurance, Anticipate Security Risks
Predict impact of planned network changes – avoiding errors and unintended downtime

References, Strategic Partners, Current Presence in the USA

Strategic partners – Skybox Security provide security risk and compliance management for the broadest range of network devices. Our open architecture incorporates device and configuration information from vendors such as: Check Point, Cisco, Juniper, Fortinet, HP, IBM, BigFix, McAfee, Symantec, Verisign, and others.
Customers - Skybox Security has a marquee list of Global 2000 and government & defense customers. Our Customer Advisory Board includes CISO's and other heads of information security from companies such as CitiGroup, ETrade, IZB GmbH, Goldman Sachs, Zions Bancorporation, USAID, Visa, BT, Thomson Reuters

Business Model

Skybox Security solutions allow customers to anticipate and prevent critical IT security, compliance, and availability exposures before they cause harm, even on the most complex IT networksSkybox Security has a channel-enabled model, leveraging security distributors and VARs throughout the world to reach mid-large size enterprise customers and large government organizations.

www.trusteer.com | *Rakesh Loonkar, President* | rakesh@trusteer.com | +1-646-2475669

Trusteer is a privately held corporation founded by senior Internet security industry executives with specific expertise in enterprise and consumer desktop security. The firm's principal product "Trusteer Rapport" helps online banks, brokerages, retailers and enterprises secure the consumer desktop from financial malware attacks and fraudulent websites.

Customer's Challenges

Financial institutions use Trusteer services to secure their customers' browsers from financial malware attacks and fraudulent websites. In addition, Trusteer allows financial institutions to receive immediate alerts, and to report whenever a new threat is launched against them or their customers. Using Trusteer, financial institutions can investigate new zero day threats, suspicious computers, and reconnected infected computers.

Our Offering

Trusteer Rapport is a lightweight security software solution that protects web communication between enterprises, such as banks, and their customers and employees. By locking down customer browsers and creating a tunnel for safe communication with the online website, Rapport prevents Man-in-the-Browser malware and Man-in-the-Middle attacks. Rapport also prevents phishing via website authentication to ensure that account credentials are passed to genuine sources only.

Unique Differentiators

Trusteer Rapport is the only product available today that protects banks against such attacks and continually helps them prevent fraud amongst their customer base. Trusteer recognized the web browser as the most vulnerable component in the security framework and that it would inevitably become the battleground for fending off attacks that threaten online banking, ecommerce, personal privacy, and even corporate computer networks.

Business Benefits for the client

Trusteer enables its customers to minimize fraud. Results can be seen immediately following deployment. Trusteer Rapport prevents malware attacks, including Zeus (the most sophisticated malware today) and phishing attacks, and definitively determines the cause of fraud
Trusteer deliver actionable intelligence feeds – real time emails delivering data about attacks amongst the customer base to banks so they can take action immediately.

References, Strategic Partners, Current Presence in the USA

History: North American headquarters in NY.
Clients: More than 70 customers including the following in the US – Bank of America, eBay, PayPal, ING Direct, Fifth Third, SunTrust, Zions Bank, SiebertNet and Peoples Bank. For a complete list, please visit http://www.trusteer.com/solutions/home-users/companies-we-work
Partners: Digital Insights.

Business Model

Trusteer Rapport is sold to banks and enterprises who distribute it to their customers at no cost. We charge by the number of enrolled users.

White Cyber Knight Inc. (WCK)

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Company & Solution at a Glance

WCK provides solutions for risk-driven IT-GRC management and for comprehensive security assessments. Our mission is to assist our customers to better understand their IT-related risk posture, enabling them to manage their IT risks in alignment with their business priorities.

Customer's Challenges

Understanding and managing risk in today's enterprise is a challenge. IT is getting more and more complex, at the same time, business requirements are rapidly changing. As complexity increases, traditional IT and Security risk assessment techniques become less efficient – they become increasingly costly to complete and remain useful for a shorter amount of time. The challenge for organizations is to obtain solid and reliable IT and Security risk information in a way that keeps information constantly updated.

Our Offering

WCK provides management solutions for risk-drive IT-GRC and comprehensive security assessments. We focus on bridging the existing gap between Enterprise-GRC management systems, the complex needs of the IT and security communities and business needs. WCK builds a deeper level of understanding of the IT-related risk posture, enabling clients to manage their IT risks in alignment with their dynamic business priorities, while providing unique dashboarding capabilities, increasing efficiency and reducing costs.

Unique Differentiators

Many IT-GRC solutions provide excellent coverage for governance and compliance. Few provide comprehensive risk analytics and risk-related business impact analysis, leaving significant blind-spots in an organization's risk posture.
WCK-Lancelot is a unique complement to the IT-GRC space because it rises to these challenges, enabling real linkage between Enterprise GRC, Risk Driven IT GRC and Security Management.

Business Benefits for the client

Automated, fact-based questionnaires determine risks within an organization and improve the effectiveness and efficiency of the audit. By automating this process, WCK-Lancelot users can realize savings of thousands of dollars per year over manual methods. Further cost savings are realized year-over-year since risk information is stored by WCK-Lancelot for future use. WCK-Lancelot provides risk mitigation workflows and a management dashboard to manage risks, governance, and compliance deficiencies, saving you money on an ongoing basis.

Business Model

Until recently, WCK has primarily focused on developing the product and fine tuning it. The solution has gone through all the required testing, and has been operational at the two banks for a year and a half. The implementation process has been formalized and all of the user documentation has been updated. The system is ready to go to market and WCK is changing its focus from development to marketing and sales. Our objective is to develop partnerships with local resellers and consultants, specialty experts (SME) in local markets and in selected industries, and leading solution providers, culminating in strategic alliances. We are currently seeking clients and partners in key sectors. In parallel, we will continue direct sales to a select group of leading large organizations in order to gain exposure in the market.