

## **Ascertia – Why Partner with Us?**

### **A strong, focused independent software vendor**

Ascertia is a leading provider of digital signing, verification and identity validation solutions that can cut fraud, reduce business risks and costs and provide legal weight evidence. Our products are designed and developed in-house and are well-proven in the field. Ascertia's server products serve both the Enterprise market as well as managed service providers and are complemented by effective desktop products.

Ascertia is a dynamic Independent Software Vendor (ISV) with over 40 people with the majority within a large experienced R&D team. We have professional and responsive support staff that can offer fast and flexible working for urgent business issues. Our management structure and style ensures that we provide a fast responsive service to our customers and partners.

### **Global Leadership Products**

Ascertia's products offer comprehensive solutions underpinned by advanced technology such as ETSI signatures and extended DSS protocols. They are used across the world to reduce fraud, to bind identity to documents with legal weight digital signatures, to prevent changes to signed documents, to reduce business risks by creating undeniable evidence, to enforce traceability and compliance and substantial reduce the costs and risks of paper based processes. In summary they deliver advanced trust services for e-business that include:

- ❖ Creating digital signatures on PDF and XML documents and other file types
- ❖ Verifying signatures on these documents
- ❖ Being able to timestamp documents to confirm when they are accepted
- ❖ Being able to add the certificate validity at the time of signing (long-term signatures)
- ❖ Enabling the historic verification of older signatures
- ❖ Providing detailed transactional evidence for disputes, audits, problem solving
- ❖ Providing an effective, secure and easy to manage security environment

Ascertia distinguishes itself from other companies by having more comprehensive and functionally richer products, by offering a greater choice of integration options, by providing free access for partners to development licenses, free licenses for our web-services client code, free customer access to evaluation versions and by having excellent support services. Our server products have strong management features to control operator roles and rights, to ensure every action on the server is securely logged and can be viewed by an effective management reporting module. Our willingness to listen to partner feedback and work flexibly to achieve a win-win position and our ability to accommodate custom feature extensions within the product completes an unrivalled business partnership model. We also deliver business opportunity leads to our partners from the web-site and marketing contacts we generate.

### **Products that serve the need of multiple verticals**

Ascertia's products are suitable for use in multiple vertical markets and jurisdictions. They can be used with great effect to deliver trust to internal e-business workflows and equally to external interactions with suppliers, partners and customers.

We have delivered trust to Central and local Governments, Financial, Telco, Pharma, Petrochemical, manufacturing, consultancy, defence and professional services companies.

All these companies have seen the need for:

- ❖ Traceability, audit, compliance
- ❖ Identity assurance and current status checking
- ❖ Document and data integrity and approval confirmation
- ❖ Certainty in dealing with final, approved documents
- ❖ Immediate, medium term and long-term trust
- ❖ Optional notary archive services to provide legal weight evidence

### What differentiates Ascertia's products and services?

With growing legislation covering e-commerce, compliance and a need for unchangeable evidence, business applications require new levels of trust to authenticate, verify and audit document work flows. Ascertia's ADSS Server product addresses all these areas and provides:

- ❖ A comprehensive multi-functional server for PDF, XML and other data
- ❖ A single service point for the business, high level trust services, clear reporting
- ❖ ADSS Server saves time everywhere - for everyone including Solution Architects, solution delivery and build time, operations management training time, security audit training and review time
- ❖ All modules have a consistent look & feel from a secure browser based management Interface
- ❖ Much easier and simpler solution delivery

Ascertia's partner program provides excellent margins, product training, marketing materials and support. We invest in joint marketing where our brand is used to reasonable effect. Partners can call upon the expertise of Ascertia to at any time to advise on or to provide consulting services to help them grow their trust services business either based on the standard Ascertia products or even enhanced solutions to meet specific project requirements.

### Great references

Our products have been proven within global trust solutions, national PKI trust schemes, financial and other areas, including:

- ❖ The central banks of Germany and Italy for high value data signing & verification
- ❖ The Netherlands Ministry of Justice – document and data signing and archiving
- ❖ The Emirates Identity Authority – document signing and verification, eID validation
- ❖ A large fishing industry organisation – catch certificate signing and verification
- ❖ Various organisations including Vodafone and Leaseplan for server based bulk PDF document signing using Adobe rooted CDS certificates
- ❖ Solutions for financial sector organisations in the UK and around Europe
- ❖ Solutions for health sector organisations in the UK, France, Portugal and Spain
- ❖ Solutions for telcos and mobile network operators around the world
- ❖ Solutions for managed service providers around the world

Ascertia's products provide an ability to win good sized projects. We work with leading integrators and security solution vendors. Our reputation is the relationship is key and we always go the extra mile to ensure partner and customer satisfaction.