

Press Release

WICKHILL APPOINTED PRIME UK DISTRIBUTOR BY LEADING AUTHENTICATION COMPANY CRYPTOCARD

Wick Hill sees opportunities for channel in the growing authentication market and is looking to take on more partners

London: 29th November, 2007 - Leading value added distributor (VAD) Wick Hill has been appointed prime UK distributor by CRYPTOCard, a leading developer of two-factor authentication technology for multi-vendor environments. With North American operations run out of Ontario, Canada and its European business headquartered in Bristol, UK, CRYPTOCard is looking to further grow its UK and European sales operations and sees the appointment of Wick Hill as a strategic part of its growth plans.

CRYPTOCard provides flexible, low-cost solutions based around two-factor authentication technology, which positively identify individuals before giving them access to applications, data and networks. It is the only company to offer strong authentication in server-based, managed service and build-it-yourself options, enabling the channel to address a broad market spectrum of SMBs, mid-market companies, enterprises and developers.

Ian Kilpatrick, chairman Wick Hill Group, commented: "We are very excited by the opportunity to partner with CRYPTOCard, which offers an excellent, cost-effective and flexible solution to protecting network access. The market for authentication continues to grow, driven by increased remote working and the spread of data leakage, so we see plenty of channel opportunities here and are looking to take on a significant number of new partners, including those in the banking and finance sectors, to sell this product."

Jason Hart, senior VP Europe for CRYPTOCard, said: "We're delighted to have appointed Wick Hill as a strategic partner in taking our solutions to market. We firmly believe that the market for two-factor authentication is set for exponential growth in the UK as companies recognise the fact that static passwords have become the Achilles heel of their security capabilities. Whenever they sell a remote access or security solution the channel is missing out on a potential bolt-on opportunity, if they do not provide strong authentication as a complementary solution. This gives the channel another opportunity to revisit their existing customer base and realise incremental revenues."

About Wick Hill

Established in 1976, VAD (value added distributor) Wick Hill specialises in secure infrastructure solutions. The company's portfolio covers security, performance, access, services and management. Wick Hill sources and delivers best-of-breed, easy-to-use solutions through its channel partners, providing customer support, implementation, technical services and authorised training courses. Headquartered in Surrey, Wick Hill also has a sister company in Hamburg, Germany.

About CRYPTOCARD, Inc.

With the best token technology in the industry and the lowest total cost of ownership, CRYPTOCARD offers unsurpassed value in solutions for positively identifying individuals before giving them access to applications, data and networks. Twenty years of technical achievements have won CRYPTOCARD the trust of thousands of organizations in over seventy countries.

CRYPTOCARD's solutions reduce the risks associated with remote access and web-based processes, and increase compliance, at a price all businesses can afford. The only company to offer authentication in server-based, managed service and build-it-yourself options, CRYPTOCARD provides the most flexible solutions on the market.

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