

# **iREVOLUTION SIGNS AGREEMENT TO PROVIDE FORCE12'S SECURITY SUPPORT THROUGH iASSIST PORTFOLIO OF MANAGED SERVICES**

Submitted by: Vane Percy & Roberts

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iRevolution to Manage Force12's Security

Force12 announced today (Monday 22 April) that it has selected iRevolution to manage its external IT security infrastructure through the iASSIST portfolio of managed services. iRevolution will provide Force12 with a fully managed firewall and VPN service utilising Check Point's VPN 1 software and Intrusion.com's hardware. The solution supports Force12's IT infrastructure internationally across both its UK and US operations and enables Force12 to demonstrate applications to any user in the world through a secure environment.

Force12 develops and licences software that can radically improve the effectiveness of any team of knowledge workers and their enterprises by providing them a framework within which they are able to collaborate around the projects or processes they undertake. Force12's key differentiator is that it had the early vision to see how XML Web services and Microsoft's .NET platform could be used to build rich, interactive applications that can be deployed over the Internet. Whilst the vision for Web services going forward may be to have these services published on the public internet, it is likely that corporations will require such services to be hosted within protected networks with access being via VPNs. In this way, security is maintained at the levels required by corporate policies but the organisation can take advantage of the unrivalled usability and portability of such solutions. In this deployment, Force12 is both providing its team members and partners secure access to its own corporate networks and demonstrating the secure deployment of Web services.

The results of the Department of Trade & Industry's Information Security Breaches Survey 2002 details that at least 44 per cent of UK businesses suffered at least one malicious security breach in the past year, the average cost of a security incident was £30K with several businesses citing incidents costing more than £500K. These shocking statistics combined with the number of high profile security incidents reported in the media means that security is now becoming intrinsic to business policy and not just an IT consideration.

On analysing their IT security management needs, Force12 recognised that they required a high-quality, superior solution, which could be delivered cost effectively. Force12 provides applications to blue chip customers such as BT Broadcast and Satellite Communications as well as to Government organisations and therefore it is vital that the security solutions deployed are second-to-none in order to maintain the credibility necessary to support such clients.

Keith Swinburne, Senior Vice-President of Marketing and Sales at Force12, said: "Although we employ an

incredibly bright team of technologists, we have no desire to build the in-house expertise to run and maintain our own Internet security. Put simply, we wanted the best of both worlds – seamless connectivity between Force12's offices and for travelling team members and partners; without having to undertake the necessary day-to-day management of the infrastructure. We recognise, however, that Internet security is not 'fit and forget' so sought out a partner and service offering that would deliver on these objectives for us."

"We have chosen to work with iRevolution as the iASSIST portfolio provides access to best-of-breed solutions and top level knowledge without the high-level, unnecessary premiums charged by many service providers. iRevolution met our needs specifically and we are confident that our security management is in good hands."

The iASSIST portfolio of Managed Services was officially launched on Monday 22 April. The suite aims to meet the challenges faced by small and large companies alike by providing the smaller organisations with the opportunity to utilise some of the world's best-of-breed security and Enterprise Infrastructure Management solutions and to enable larger organisations to benefit from the extensive knowledge and experience employed by a service provider without having to retain it internally.

The iASSIST portfolio combines a wealth of knowledge from not only iRevolution but the iASSIST partners which are: Computer Associates (CA), CheckPoint Software Technologies, Intrusion.com, RSA Security and Trend Micro, who is better equipped to secure your business?

For further information contact Sarah Roberts on 020 78618871.

#### NOTES TO EDITORS:

##### About iRevolution Group plc

iRevolution is an integrated Software Solutions Provider with two fundamental routes to market, namely traditional business analytical and systems integration solutions and Software as a Service (SaaS). The combination of these two routes enables iRevolution to provide not only the most appropriate solution for each individual customer and partner but also a choice of delivery methods – either in a traditional supply and fit environment or hosted at its data centre in East India Dock, London. This ability to offer the user a choice of delivery mechanism is a key differentiator of the iRevolution offering when compared to the majority of its competitors in this market space.

iRevolution's expertise in business process re-engineering and strategic consultancy revolutionises how an organisation selects and implements a portfolio of market leading business solutions including:

- Accounting and Executive Information Systems
- Document and Knowledge Management
- Messaging and Collaboration
- Software as a Service
- Enterprise Security Services
- Enterprise Infrastructure Management

With its headquarters near Heathrow, iRevolution Group plc floated in July 2001 via a reverse takeover on the London Stock Exchange and TechMARK (ticker:IREV), employs over 100 staff and has strategic partnerships with some of the leading global technology companies including Microsoft, Computer Associates, ACCPAC, Citrix, FileNET, IBM, Intrusion.com, RSA Security and Trend Micro.

About Force12

Further information on Force12 and its Structured Collaboration solutions can be found at <http://www.force12.com>