

# Utimaco Safeware and XcelleNet Combine Forces to Deliver Security and Manageability to the Front Lines of Business

Submitted by: XcelleNet  
Wednesday, 28 May 2003

---

Utimaco SafeGuard Security Solutions for Pocket PCs and Notebooks managed and maintained by XcelleNet's Afaría

Oberursel, 28th May, 2003 - XcelleNet, the leading provider of management solutions for the front lines of business, and Utimaco Safeware AG, one of the leading companies for information security, have entered into a technology partnership. Under the partnership, Utimaco Safeware will rely on the powerful systems management capabilities of XcelleNet's Afaría for the installation of its SafeGuard security solutions for mobile devices like Pocket PCs, Smartphones and Notebooks in the customer environment.

Together, Utimaco Safeware and XcelleNet enable a common solution that guarantees the consistent administration, maintenance and security of mobile devices for companies with a highly mobile user community, including Pocket PCs, Tablets and Notebooks connected over a wireless or dial-up network.

The SafeGuard® solutions of Utimaco Safeware enable secure user authentication and data encryption on mobile devices. When deployed with XcelleNet's Afaría, software updates and modifications of the configuration can be installed efficiently, whether locally or remotely. By combining Afaría with SafeGuard® PDA for Pocket PCs & Smartphones and SafeGuard® Easy for Notebooks & Desktops, customers achieve both expandable, modular security and efficient administration for their mobile devices in the modern, mobile environment.

"To our corporate customers, the implementation of mobile solutions into their daily working life is a big challenge. They want to use the most efficient complete solution throughout the entire life cycle of their mobile devices", explains Rolf Wassermann, Vice President of Utimaco Safeware. "The smooth combination of system management and security solution provided by XcelleNet and Utimaco Safeware creates added value for the customer."

"Our cooperation with Utimaco Safeware offers a market-leading combination to European customers," says Bob Apollo, XcelleNet's Senior Vice-President Managing Director EMEA. "Today, XcelleNet's products are already setting the standard for mobile management and Utimaco Safeware solutions are leading the mobile security sector. More and more companies are deploying mobile computing solutions, but want to protect their investment by ensuring the highest level of security and manageability. Together, XcelleNet and Utimaco secure the customer's investments in the front lines of their business".

###

Notes to Editor:

About Utimaco Safeware AG

Utimaco Safeware AG is one of the leading manufacturers of professional IT security solutions. The

security technology and solutions developed by Utimaco Safeware protect the electronic data of companies and government bodies against unauthorized access and guarantee that business processes and administrative procedures in the electronic world are binding and confidential. The business unit Personal Device Security provides technologies and solutions for information security in the fields of strong authentication, including biometric procedures, encryption and integrity control. The products and solutions secure data in Terminal Server and Citrix environments, on PCs, Laptops and PDAs at the workstation and when used in a mobile way.

[www.utimaco.de](http://www.utimaco.de)

#### About XcelleNet

XcelleNet powers business at the Point of Action. More than 2,500 companies worldwide use XcelleNet's management solution to keep information and applications current wherever business takes place - in retail stores and branch offices, at customer sites, and in the field. With XcelleNet software solutions, business can direct its front line activities, IT can manage any platform in the field from a browser, and end users enjoy unparalleled reliability of the solutions on which they depend. To deliver the total solution, XcelleNet partners with global leaders such as Microsoft, HP, JDA, Aether, and Palm. XcelleNet products like Aferia and RemoteWare enable companies to manage the data, applications, and hardware that keep the front lines working. For more information, including case studies on successful customers like Bristol-Myers Squibb, Federated Insurance, and Blockbuster Video, visit [www.xcellenet.com](http://www.xcellenet.com).

For further information, please contact:

Jutta Stolp, Utimaco Safeware AG

Tel +49 (61 71) 88-1117

[jutta.stolp@utimaco.de](mailto:jutta.stolp@utimaco.de)

Sarah Tanner, XcelleNet

Tel: +44(0)20 8538 5836

[sarah.tanner@xcellenet.com](mailto:sarah.tanner@xcellenet.com)