

# **Excitor Acquires Giritech to Deliver Secure Mobile Enterprise Applications. Mobile Enterprise applications in a BYOD context drive demand for a secure corporate partition**

Submitted by: SH Communications

Wednesday, 25 April 2012

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Excitor, today (25th April 2012) announced its acquisition of Giritech AS, a provider of secure online access solutions across iOS, Android, Mac OS, Linux and Windows devices, in a move to mobilise enterprise applications securely.

The acquisition delivers the integration of a secure mobile web access into the Excitor DME secure container. The container enables the separation of corporate and personal information on the device, making BYOD (Bring your own device) secure to implement without the risk of leakage of corporate information. Importantly, it also removes the need for companies to control personal information.

Named DME AppBox, the new capability enables a wide range of enterprise applications to be deployed rapidly to mobile devices, using a single secure communications channel to the enterprise for email, PIM and enterprise information.

Excitor is capitalising on the wealth of HTML5 skills in the market, and the richness of mobile web development kits such as Sencha Touch\*, JQuery mobile\* and Dojo Mobile\*. These can make enterprise applications as easy and attractive to use as applications found in the consumer space. The lack of control over where corporate data may end up however, has hindered companies from exploiting the productivity gains. Excitor's DME AppBox technology provides a fast, secure means of delivering those applications to a secure container on multiple device types.

In subsequent releases, Excitor will integrate further capability into the DME secure container, enabling secure online access to enterprise applications that are not web enabled.

Ross Oldbury, Head of IT Innovation at British American Tobacco said:

"Accessing enterprise Apps wherever employees are, will be one of the most significant productivity enhancers for us in the forthcoming year.

Capitalising on the secure mobile platform we already have in place with DME email, we are extending enterprise app capabilities to all mobile devices, allowing us to hit the road running. We have literally thousands of internal applications that we could mobilise with a Corporate App Store area and Excitor's technology can help us deliver this in a quick, secure and cost efficient way."

The merger brings a management re-organisation at Excitor, with René Stockner, CEO of Giritech, taking the role as CEO of Excitor. Bo Stig Hansen, CTO of Giritech takes the role of CTO of Excitor. Alison Henderson takes the position of VP Sales and Marketing for the joint company. Olivier Gerey, formerly in a technical management role at Excitor, takes the role as Head of Technical Services and Product Management.

Bo Stig Hansen, Excitor CTO, explains that the acquisition allows Excitor to leverage Giritech's secure browser and technology for secure connectivity. With support for the emerging HTML5 technology,

including offline data storage this means that powerful and appealing applications can be deployed rapidly to the field, without the resource intensive development requirements of native client architectures.

René Stockner, Excitor CEO commented “We let people enjoy the device of their personal preference for work in full compliance with employer policies, yet with no negative impact for the user. Together, Giritech and Excitor provide online and offline mobile security and enable people to interact with their business processes, anywhere.”

Commenting on the market response to the enhanced solution, Alison Henderson, VP Sales, stated “As more and more critical information is deployed to devices - financials, personnel, product and legal information for example – then the potential security risk is more obvious. A secure corporate container for sensitive information has an immediate appeal in the market.”

Giritech’s product, G/On, will continue to be developed, supported and sold. It is expected that, in the future, the products from the two companies will share a common road map. Giritech will remain a wholly owned subsidiary of Excitor.

About Excitor:

Excitor is a leading provider of secure mobile device management, mobile email and mobile application solutions. Excitor develops and sells DME (Dynamic Mobile Exchange) to organizations globally. With sales and implementation offices and partners across Europe, North America, Asia Pacific, Middle East and Africa, Excitor is assisting enterprises of all sizes with mobilizing their workforces. DME ensures that companies can administer and support thousands of mobile units – centrally and effectively – without compromising security. DME also offers a secure corporate partition for email, PIM and applications, enabling employees to use their personal and preferred mobile devices in the workplace. DME supports all major mobile operating systems, runs on all networks, and is operator-independent.

About Excitor Management:

René Stockner – CEO

After a successful career with IBM, René built Navision’s business in the US (now Microsoft Dynamics NAV). He then returned to Denmark as VP Sales including the responsibility for Navision’s worldwide operations and was part of the executive team that took the company public on the Copenhagen Stock Exchange in 1999. Following the successful merger with Damgaard Data, René played a major role in subsequent acquisition of Navision by Microsoft. He was global manager for Microsoft Business Solutions Navision when he decided to accept the job as CEO at Giritech. René has a Ph.D in Database Applications and Systems Science, as well as an M.Sc in Engineering.

Bo Stig Hansen - CTO

As the CTO, Bo Stig Hansen plays a central role in managing the growth and quality of the technology emerging from Excitor. The last thirteen years, Bo Stig Hansen has held middle and top management

positions in software technology at Giritech and Maconomy, and from 1986 to 1999 he held professorships in software engineering at the Technical University of Denmark. Bo has an M.Sc, and a Ph.D in Computer Science.

Olivier Gerey – Head of Product Management and Technical Services

Olivier has been with Excitor since 2007, holding positions within sales and technical management. Prior to Excitor, he gained expertise in security and mobility as consultant and sales manager for companies including Cap Gemini, Symantec and BMC Software. Olivier has a M.Sc in Engineering.

Alison Henderson – VP Sales and Marketing

Alison joined Excitor in 2010 and has 25 years' experience in software sales and marketing, holding management positions at Cullinet, Pansophic, Powersoft and Sybase. Prior to joining Excitor, she managed Enterprise Mobile Software Sales for Northern Europe at Sybase. She has over 10 years' experience specifically in the mobile enterprise marketplace and in developing and building channel and direct sales.

\*Dojo Mobile is the property of the Dojo Foundation

\*Sencha Mobile is the property of Sencha Inc.

\*jQuery Mobile is the property of the jQuery Foundation

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