

# Boldon James and Egress Software Technologies Partner

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Joint Solution puts Customers in Control of the Information They Share

Boldon James (<http://www.boldonjames.com>) and Egress Software Technologies (<http://www.egress.com>) have announced a strategic partnership to address the problem of how to classify information and provide the relevant level of security to that data when exchanged with third parties. Neither the classification nor data encryption are new concepts, however until now products have been difficult to use, deploy and manage with limited integration. Egress and Boldon James are leaders in this space with award-winning solutions for data classification and encryption.

For any organisation, one of the most difficult tasks is understanding the content of unstructured data within its network and endpoints. Boldon James Classifier (<http://www.boldonjames.com/products/information-classification/>) ensures users think about the value of information they manage by requesting that users classify data at the point of creation or send and adds metadata to documents and/or emails that are created within the organisation. Once data has been classified it is much easier for a business to understand the levels of security required when sharing it with third parties.

Market leading email and file encryption product, Egress Switch integrates transparently with Boldon James Classifier (<http://www.boldonjames.com/products/information-classification/>) at the desktop and email gateway, automatically detecting classification information and applying security (strong encryption) to shared information. As a result an organisation is able to understand and manage unstructured data, ensure sensitive information is effectively secured and avoid data breaches and regulatory fines.

For Boldon James, Chief Executive Officer, Martin Sugden, said: "Our partnership with Egress delivers a proven joint solution which ensures the right level of security is applied to all data, maintaining access control even after it leaves an organisation's network."

Tony Pepper, Chief Executive Officer, Egress Software Technologies commented, "We are excited to have established a strategic partnership with Boldon James and are confident that this comprehensive information management and security solution will provide genuine benefit to our customers, enabling them to structure and share data with confidence." The joint solution is already being used by several customers including Guildford Borough Council.

For more information, please download the joint Solution Paper (<http://www.boldonjames.com/BoldonJamesandEgressSolutionPaper>).

About Boldon James (<http://www.boldonjames.com>)

For over 20 years we have helped organisations with the most demanding communication requirements manage sensitive information securely and in compliance with legislation and standards. Our solutions extend the capabilities of Microsoft core infrastructure products to allow secure information exchange and in 2006 we were elevated to Microsoft Global Go-To-Market Partner. Boldon James is a wholly-owned subsidiary of QinetiQ, with offices in the UK, US, Australia and Europe, and channel partners worldwide.

#### About QinetiQ

A FTSE250 company, QinetiQ uses its domain knowledge to provide technical support and know-how to customers in the global aerospace, defence and security markets. QinetiQ's unique position enables it to be a trusted partner to government organisations, predominantly in the UK and the US, including defence departments, intelligence services and security agencies.

#### Further Information

[www.boldonjames.com](http://www.boldonjames.com) (<http://www.boldonjames.com>)

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#### About Egress Software Technologies (<http://www.egress.com>)

Egress Software Technologies is a leading provider of email & file encryption services, offering innovative on-demand data security, to enable businesses the ability to share confidential information with third parties.

Leveraging a unique combination of on-premise and hosted cloud infrastructure, patented key management delivers real-time 'follow the data' control to ensure that only authorised recipient's access confidential information. This next generation level of control and real-time auditing not only protects our clients from accidental loss but also prevents third parties mishandling personal or sensitive data.

Used by public and private sector organisations around the world, integrated desktop and mobile applications ensure easy to use software, designed to aid compliance and streamline user workflow.

Egress Software Technologies

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