

# itWatch - About Us

**itWatch** stands for innovative software products with the focus on Data Loss Prevention (DLP), **Endpoint Security, encryption, cost-reducing added value** for companies' IT and easy-to-use security solutions. The **customers' cost-efficiency** is the deciding factor for the development of our products. **itWatch** products fit **seamless in the existing business processes** - business reorganization isn't necessary.

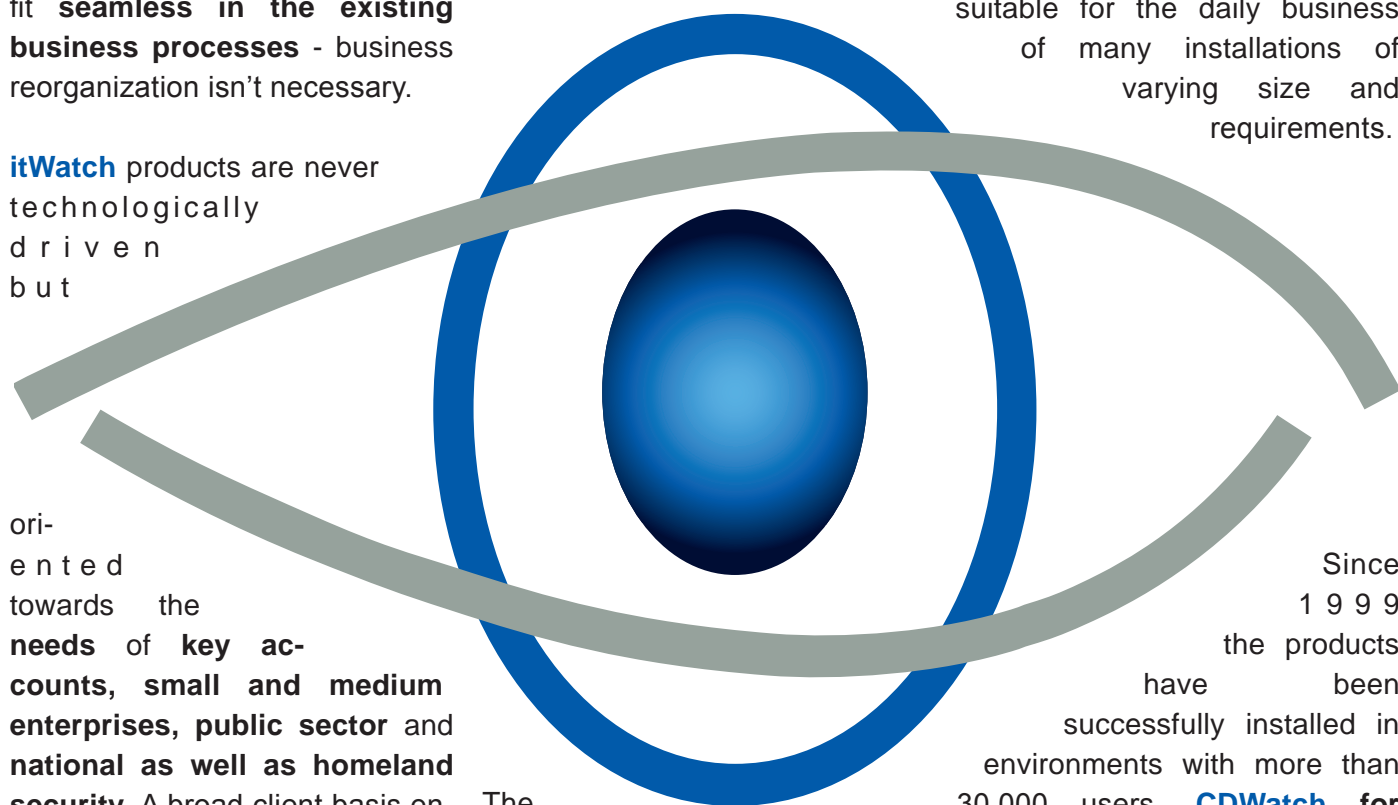
**itWatch** products are never technologically driven but

oriented towards the **needs of key accounts, small and medium enterprises, public sector and national as well as homeland security**. A broad client basis ensures continuous development and guarantees direct access to technical innovation as well as protection of the investment for the client. Many worldwide unique features and the easy usage differentiate the products from competition.

Security products often lack a **contribution towards value creation** thus being sensed as business disabling. Therefore, **itWatch** products do not only cover Endpoint Security aspects

in order to implement topics like **Information Leakage Prevention, Compliance and Data Protection Act** proactively and cost efficiently. They also provide the tools which are necessary for a true **Return On Investment (ROI)** by cost cutting measures in operations and purchasing.

**oriented solutions, itWatch** takes the technological lead in the target markets. All products are characterised by patented worldwide unique selling points which have made **itWatch** the leading provider in the Endpoint Security sector not only meeting the requirements of intelligence services but also proving to be suitable for the daily business of many installations of varying size and requirements.



The Bavarian Police have impressively described this aspect in a field report. The simple product handling builds an important third pillar of success - this equally applies to the administrators and the end users. The smooth roll-out of the encryption tool **PDWatch** for 40.000 notebooks for the field staff of a publicly traded (STOXX) all-finance company underlines the high acceptance of the users. Based on these key competencies and the **clear focus on customer**

Since 1999 the products have been successfully installed in environments with more than 30.000 users. **CDWatch for example** achieves a 5 year **ROI of 165.3%** in an environment of 10.000 users.

All products are available worldwide in different languages. They are based on a patent for the cost efficient process control and are developed and produced at the **it-Watch** offices in Germany without external acquisitions and no backdoors. **itWatch** supports its partners and customers through eight branch offices.

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## Licensing of itWatch products

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The customer chooses the functionality desired according to his needs – and pays only for the functions in use. The principle is: the lesser functionality a license offers, the more favourable the price is. Depending on what is more advantageous for the customer, the numbers of licenses needed relate to the number of PCs or the number of users. All administrative programs, Client Server components as well as possibly needed software components on the server are already included in the license costs, so no additional hidden costs will arise.

### Overview of Licensing: mix possible

Within a **company license** different operation models can be applied in combination. For the customer it is especially convenient to use the different operation modi as needed. A **frequently used combination** is the mix of a high-value license for notebooks and PCs of VIPs and a cost-efficient license for the basic protection of all workstations. The total calculation despite the high-value components therefore is especially favourable.

### Leasing or maintenance

In order to reflect the economic needs of our customers in our license model, licences can be rented, bought with a certain rate of maintenance per year and even be acquired with “**lifetime maintenance**”. So with identical maintenance service you can choose your preferred maintenance rate between 0 and 100% (100% **representing a lease contract**). So you can either realize longterm **favourable conditions with the choice of a low maintenance rate or reduce the initial invest significantly** by choosing a high maintenance rate.

### Causar-related cost allocation

This licence model allows for causer-related cost allocation. For example infrastructure-costs of IT security on each workstation can be easily kept down. Costs for licenses with more functionality needed for more complex business processes can easily be allocated to the causer (e.g. content filtering with pattern check for the transfer from digital cameras). In case of future orders of upgrades the initial investments will be credited.

### Turn-key Systems

Given the longtime experience in endpoint security projects itWatch together with its partners can offer and perform solutions even for complex scenarios at fixed prices inclusive all ancillary services and know-how-transfer measurements. Customers thus profit from fixed measures in project planning. For example a project with 160.000 workstations in 200 production locations has been realized in only three months according to the defined customer requirements at a fixed prize.

### Risk-Benchmark at fix price

Right at the start of your DLP - or security-projects the issue of collecting information about actual risks or real violations against existing organizational measures or written regulations comes at hand. This risk-benchmark is being offered by itWatch in corporation with its partners at fixed rates – licenses for rent and the project-database already included in the scope of delivery.

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itWatch therefore covers the mass-market needs with cost-efficient solutions, still serving High-End-requirements of intelligence services, bureaus of criminal investigation or NATO installations with the identical client-installation.