

Innominate

Security Technologies AG

Innominate: Recipient of the
2008 Global Ethernet Security Product Value Leadership of the Year Award



“We accelerate growth.”

2008 Global Ethernet Security Product Value Leadership of the Year Award

Award Recipient: Innominate

Award Description

Frost & Sullivan's Product Value Leadership of the Year Award for the Industrial Ethernet Security domain is given every year to the company that has provided customers with the highest ratio for value-to-cost. Their solution should be of the highest quality, with a very high value addition to customers. The solution is ranked for its features and its competitive advantage in the industry. On addressing exceptional responses to needs of customers, the solution should continue to improve the uptime for the process thereby positively impacting the profitability of customers.

Research Methodology

To choose the Award recipient, the analyst team tracks the various industry participants and monitors the various ways in which customer value is enhanced on an ongoing basis by the companies. The Award recipient is selected based upon extensive research collected from key market participants, secondary and technology sources, and customer interviews. Collected data is then cross tabulated to find the number one ranking company.

Measurement Criteria

In addition to the methodology described above, there are specific criteria used to determine the final rankings. The recipient of this award has excelled based on one or more of the following criteria:

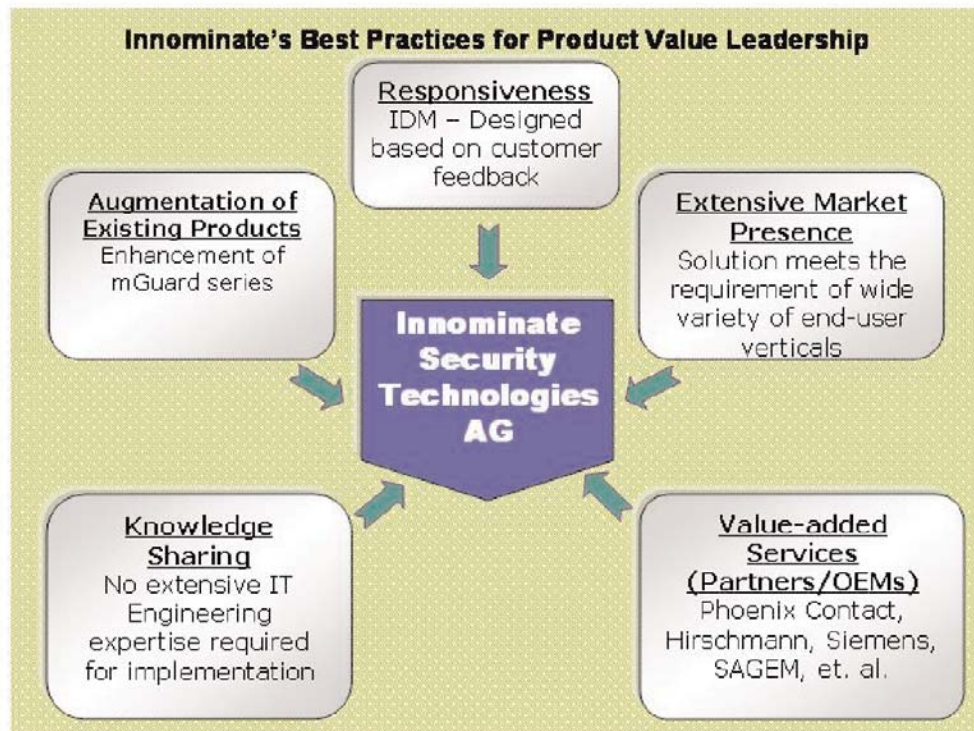
- Maximizing profitability and minimizing the ownership cost to the customer
- Consistent quality and reliability
- Responsiveness to customer needs & addressing their feedback
- Significance of solution to the industry and its value addition to customers
- Technology excellence as compared to its peer products in the industry

The 2008 Frost & Sullivan Award for Product Value Leadership of the Year in the Industrial Ethernet Security domain is presented to Innominate Security Technologies AG. The award is in recognition of Innominate's superior product offering in the industrial ethernet security domain. Addressing the important challenge of protecting industrial networks from internal and external threats, Innominate has specifically developed their mGuard series of products and solutions with a decentralized security approach. This decentralized approach has significantly lowered the total cost of ownership for customers, by ensuring a robust solutions approach. Combining technological and customer centric approach, Innominate has been successful in completing thousands of installations worldwide. The company remains a hallmark for bringing in vertical market expertise coupled with customer focused innovations. The mGuard series is likely to emerge as the product of choice for customers across the industrial ethernet security domain due to its superior reliability and its ability to ensure uptime.

Globalization demands open communication standards to aid cross-company integration. The challenge for a security solutions vendor is to bring in reliability, productivity, increased uptime and flexibility for its customers. Innominate's mGuard range of products and solutions are innovatively designed to overcome these challenges. The unique feature of the mGuard firmware is that it does not require a dedicated Internet Protocol (IP) address, but shares the address of the device it protects, thus ensuring that mGuard itself cannot be attacked. Together with Innominate's central management system named Innominate Device Manager (IDM), mGuard offers customers the freedom to design their network, thus remains an industry benchmark for flexibility.

Traditionally, hardware solutions were vulnerable to threats because of open standard ports and software solutions involved compatibility issues with the existing platforms. Innominate has innovatively addressed these challenges through their mGuard series of products and solutions, by not involving any hardware modification. Customers can upgrade the software without any interference, since Innominate's device runs in parallel with the existing processor technology and operating system. Customers testify that these features offered by Innominate directly reduce time for deployment and thus reduce overall costs for them.

Customers are concerned about the risk involved in upgradation and modernization of their existing system. They look forward to a cost efficient solution which does not require extensive expertise in Information Technology. Innominate, showing a great understanding of the shop floor requirements, offers a range of products and solutions which are user-friendly. The 'Auto Configuration' concept from Innominate helps customers with a "plug and protect" solution which results in better flexibility and higher uptime for customers. Innominate's device management solution features a fully integrated certificate authority which resolves the private/public key pair generation and certificate management tasks for customers. This value added feature with Innominate's mGuard solutions saves customers the complex process of getting third party certification.



Source: Frost & Sullivan

Customers have shown a preference for security systems that have the capabilities for multiple interfacing modes. It is mandatory for a security solutions vendor to keep the customer informed about security risk. Innominate has invested time in understanding customer needs and came out with the cutting-edge tool named Innominate Device Manager (IDM) allows the user to configure and manage up to several thousands of Innominate devices. The voice of the customer analysis done by Frost & Sullivan, has customers testifying Innominate products' flexibility with interfacing capabilities including ethernet-to-ethernet and hybrid operation with serial dial-up connections in the absence of or complementary to ethernet technology. Innominate minimizes the life cycle cost for their customers by offering a simple upgradation from dial-up to broadband ethernet that does not involve any technology change, but can be achieved by shifting cables.

Innominate's success is also due to their ability to identify the right partners and leverage complementary strengths. Successful examples include the ones with Phoenix Contact, Hirschmann, Siemens, and SAGEM. Innominate's product, technology, service value proposition and vertical expertise have resulted in better uptime across industries worldwide. Thus Innominate truly deserves the 2008 Frost & Sullivan Product Value Leadership of the Year award in the industrial ethernet security domain.

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About Frost & Sullivan

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