Welcome

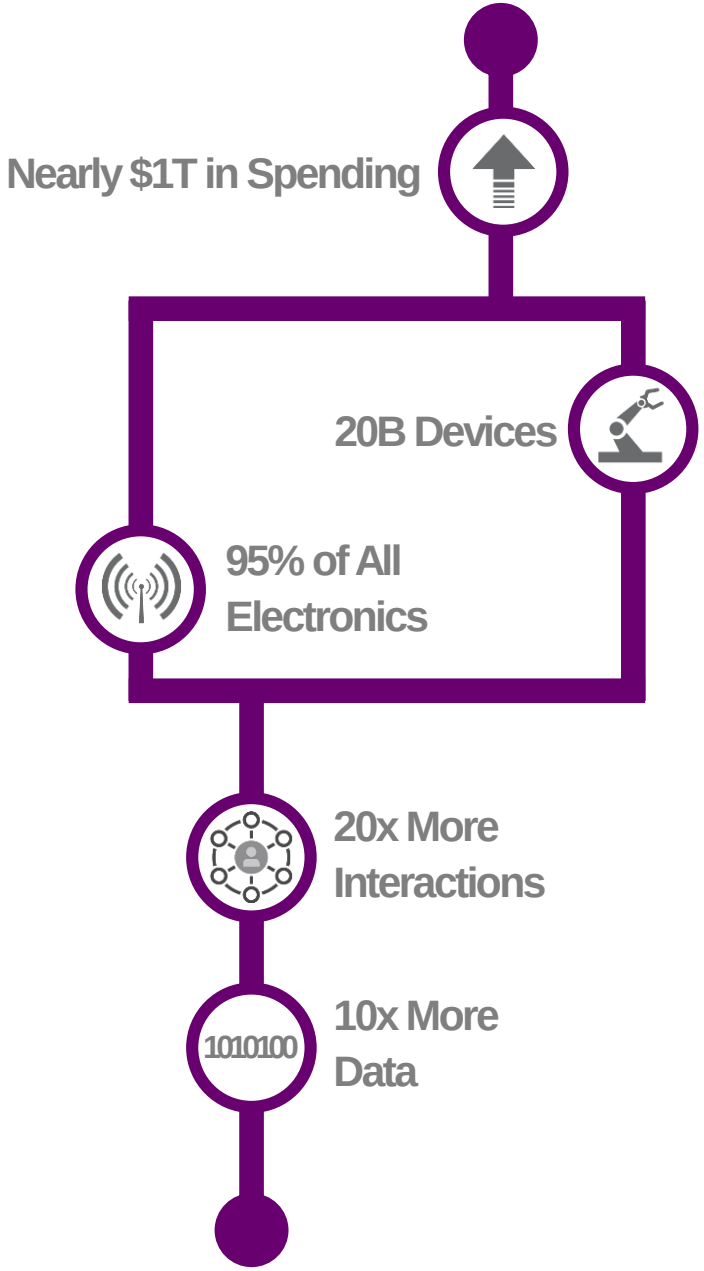
Todd Wilkinson, President and CEO

Entrust Datacard

Entrust Datacard™

IOT Adoption is Accelerating

While IOT continues to evolve, nearly 75% of organizations will have deployed at least a minimal level of IOT technology by the end of 2018



IoT Will Have a Major Impact on Nearly Every Industry

- Smart Factory
- Smart Energy
- Smart Health
- Smart Building Automation
- Smart City
- Autonomous Driving
- Connected Payments

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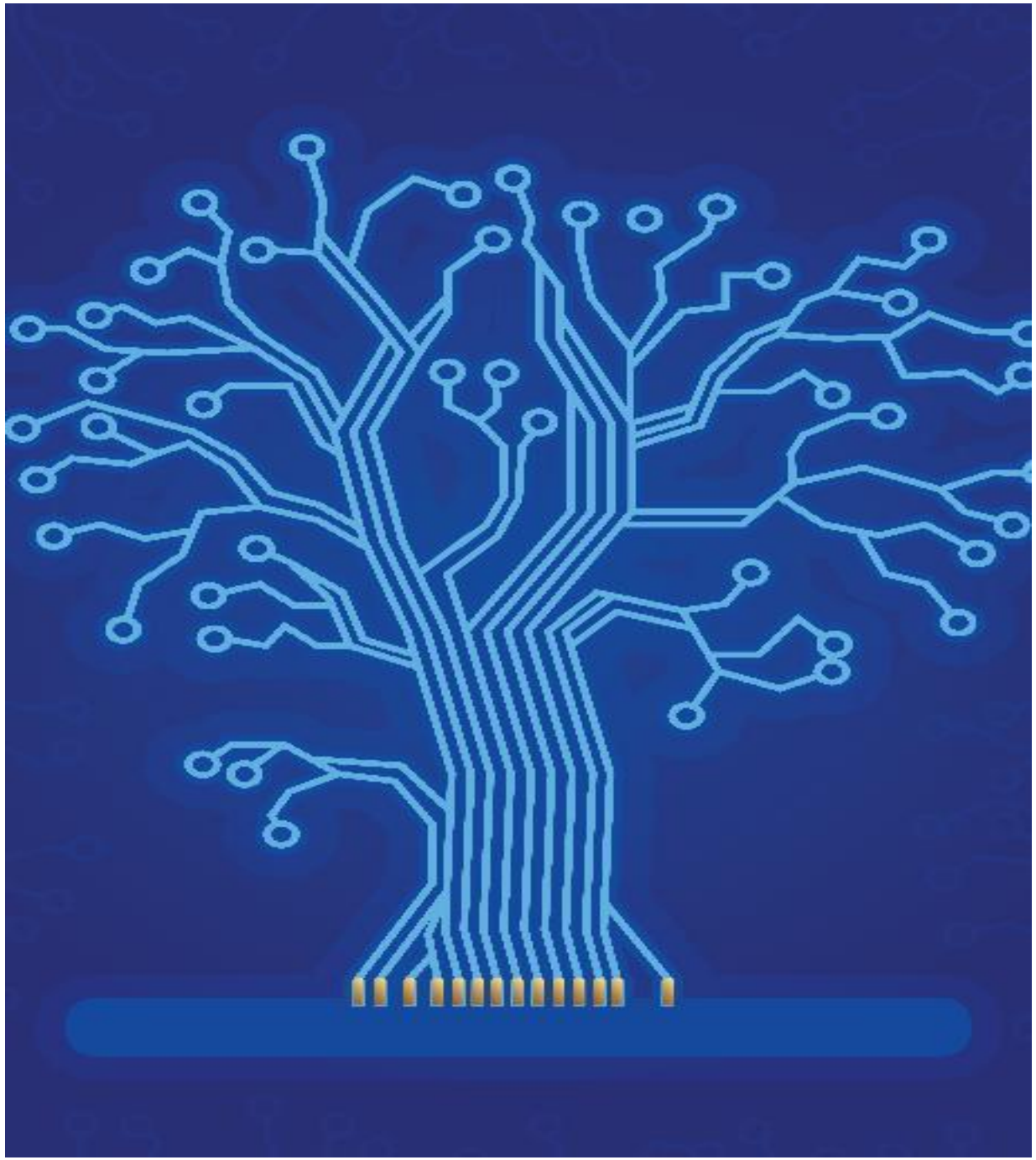
IoT Underpins Digital Transformation

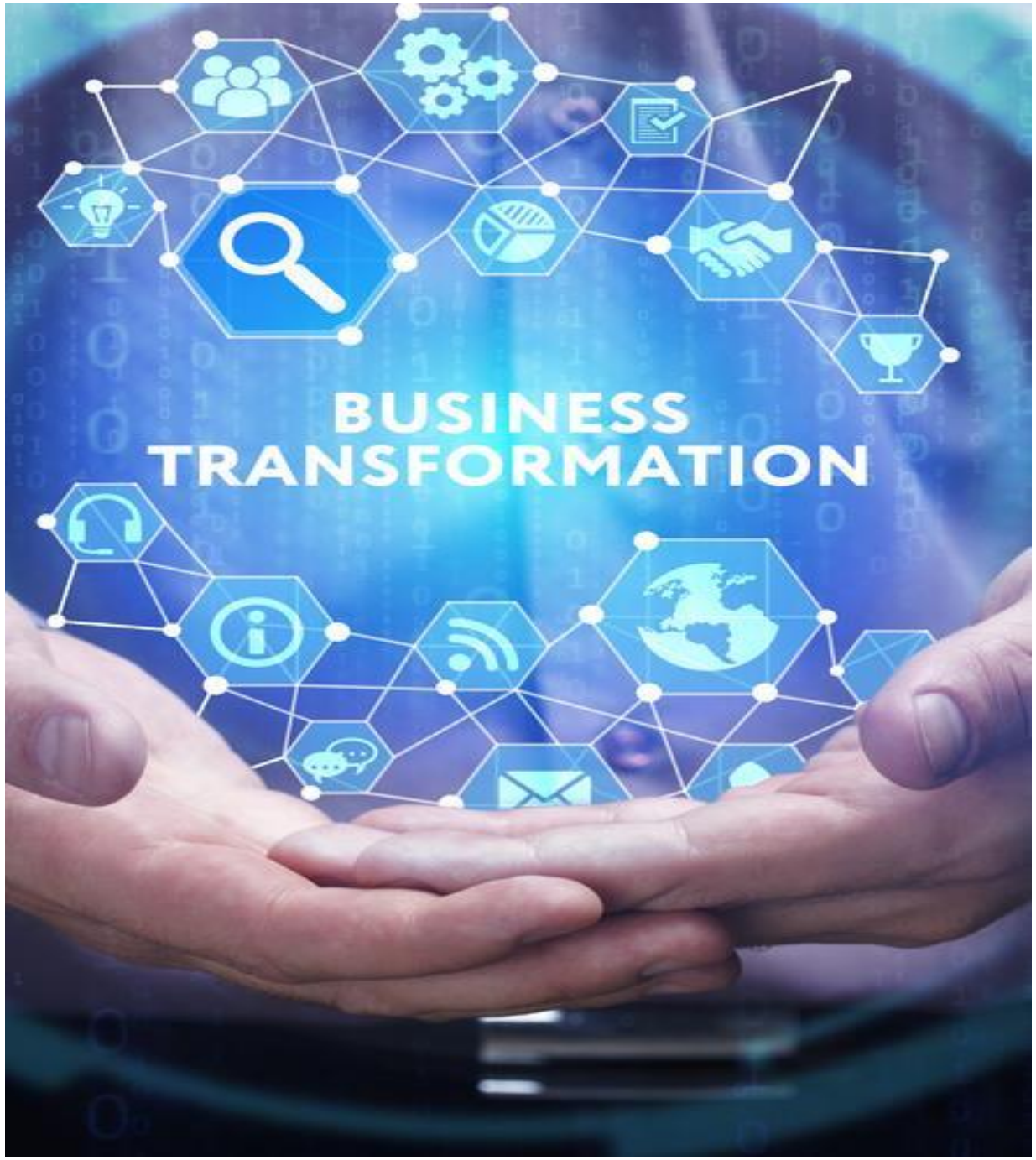
Accelerating the pace of change and disruption

- Optimization of current business models
- Transformative growth



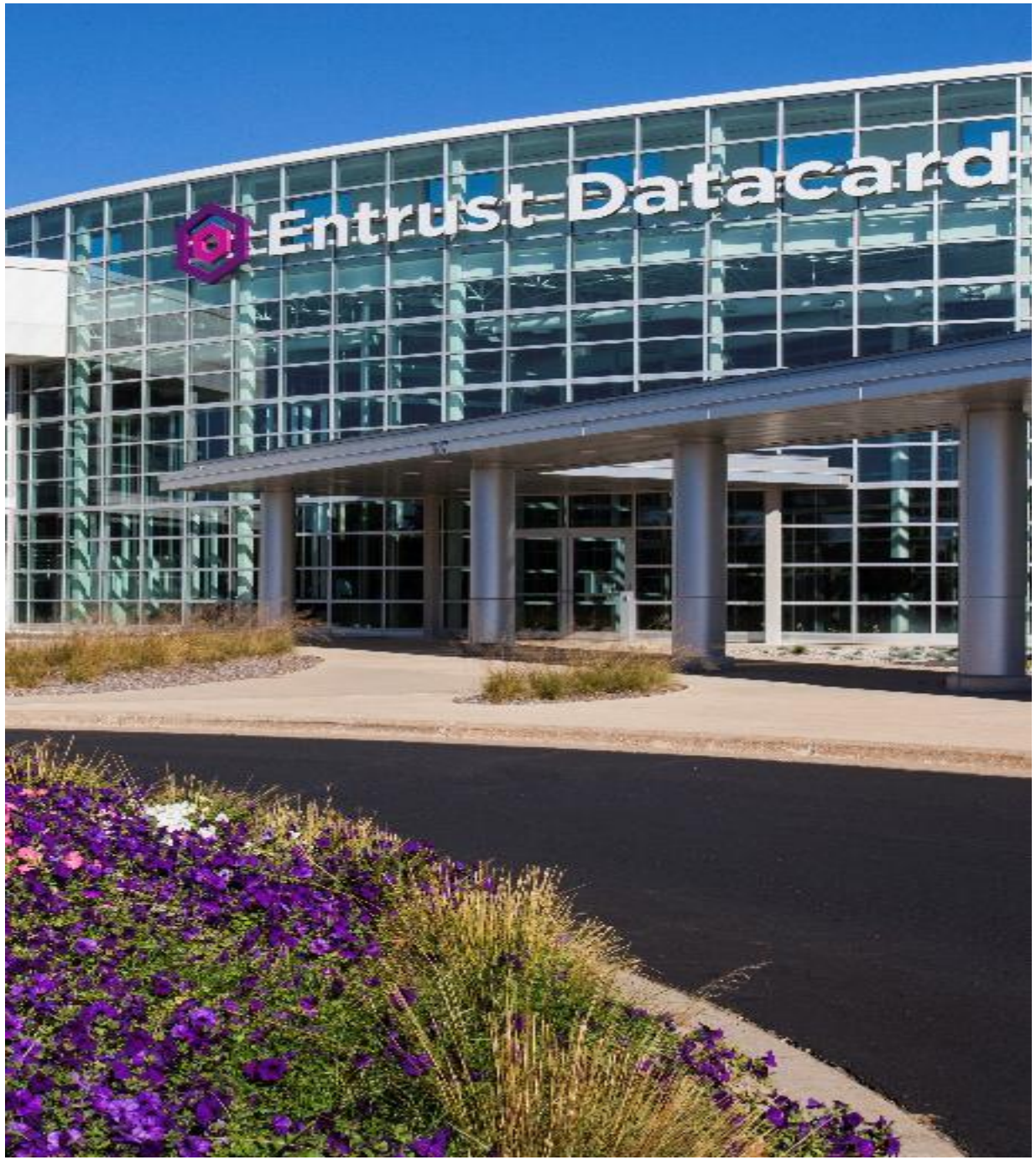
Requires Business Transformation

- Customer Engagement
- Business Strategy
- Technology
- Organization and Culture



The Entrust Datacard Journey

- Founded 1969
- Rise of Payment Cards
- Commercialization of Public Key Technology
- Strengthening of Citizen and Corporate Identity
- Shift to EMV and Smart Cards
- Rise of UX and Connected Infrastructure
- Emergence of IoT



Entrust Datacard Today

- Innovator in trusted identity and secure payment technologies
- $600M+ in annual revenue
- 2,200+ employees in 34 worldwide office locations
- Doing business in more than 150 countries
- Headquartered in Minneapolis, Minnesota, USA

Our Journey Continues – Digital Transformation and IoT

- Connecting the products we manufacturer and providing remote monitoring and new cloud based services
- Innovating in areas such as IOT security that recognize the unique needs of these environments
- Transforming the culture – customer engagement, business processes, technology accelerators, views of risk
- New roles with a focus on business driven viewpoints including CIO, CISO and OCTO
- Thought leadership in mobility, blockchain, and crypto topics (agility, quantum, etc)

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By 2020, 60% of digital businesses will suffer major service failures due to the inability of IT security teams to manage digital risk
Special Report: Cybersecurity at the Speed of Digital Business, Gartner, G00315580

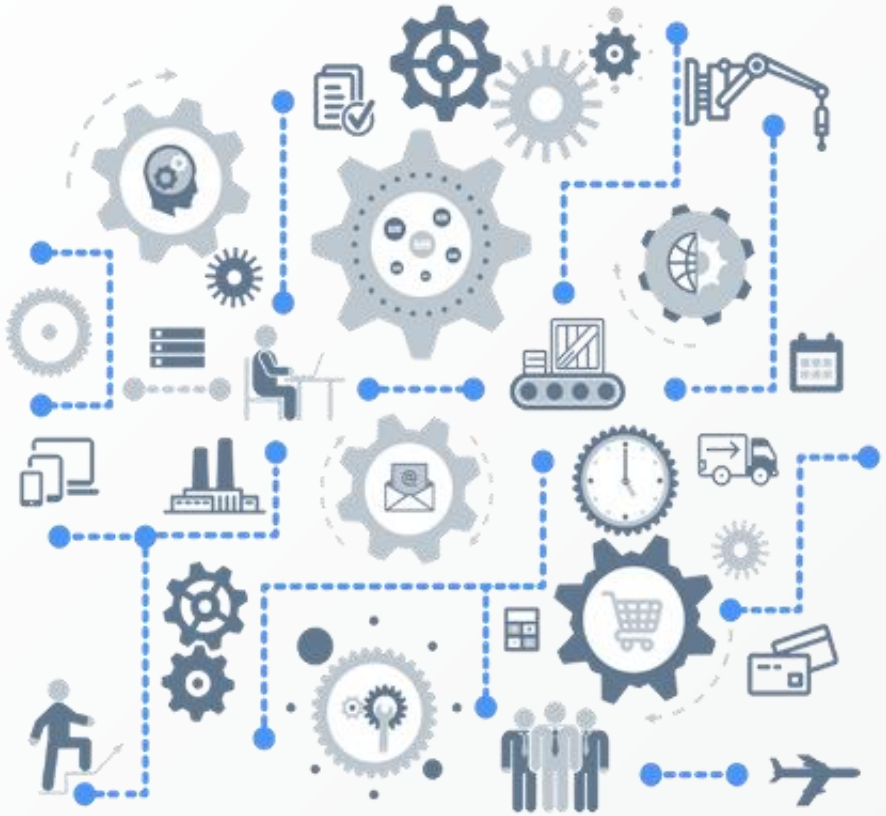
TRUST MAKES IT **POSSIBLE**

Our world runs on trusted interactions between people, systems and things

DIGITAL TRUST

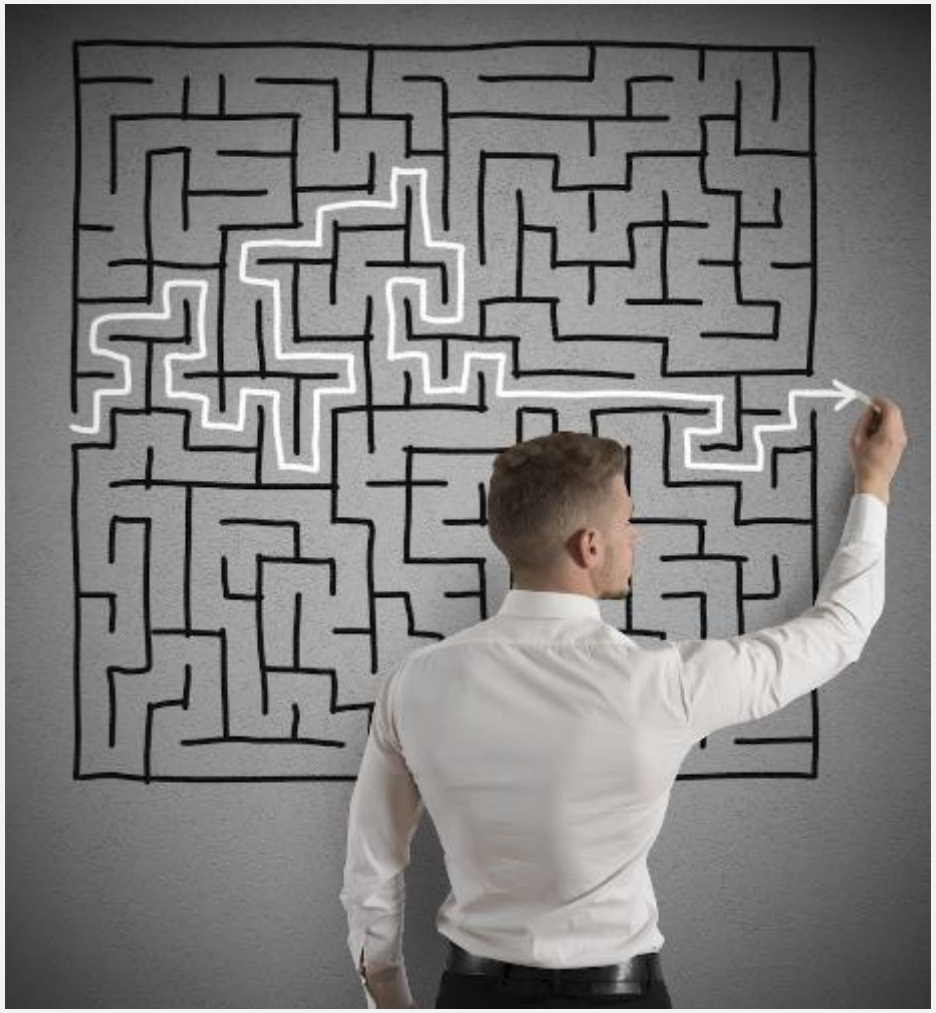
The confidence that an entity – a person, system or thing – is who or what it claims to be and will behave as expected

Digital Trust as a Differentiator



Through 2020, organizations that actively promote **digital trust** will be able to participate in **20% more digital ecosystems** and will be able to **attract and retain 40% more customers** than those that don't.

Predicts 2017: Identity and Access Management, Gartner (16 Nov 2016)



Special Considerations for Building Trust in Industrial Applications

- Changing our physical environment
- Scale and Ecosystem Complexity
- New architectures
- Safety, Resilience and Risk
- Immaturity of Security Practices in Connected Environments
- Greenfield vs brownfield
- Importance of supply chain

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Together

Ensuring a Trusted Internet of Things

Entrust Datacard™
Trusted Identities | Secure Transactions