Welcome

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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
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)
By 2020, 60% of digital businesses will suffer major service failures due to the inability of IT security teams to manage digital risk.
Our world runs on trusted interactions between people, systems and things
The confidence that an entity – a person, system or thing – is who or what it claims to be and will behave as expected
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.

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
Together
Ensuring a Trusted Internet of Things