



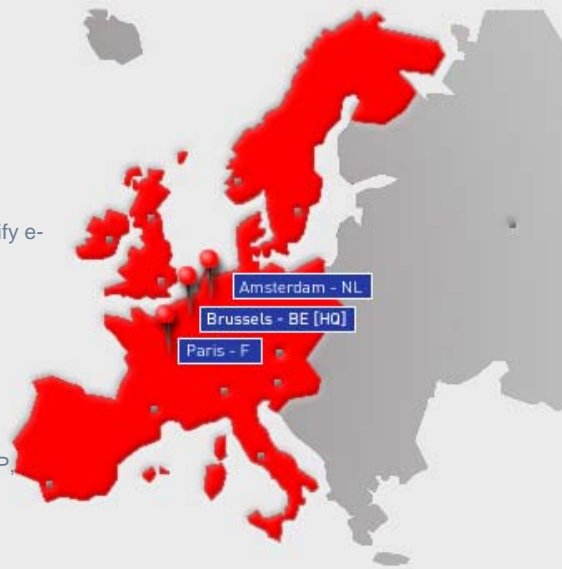
eWish eID Case Study : Trust²
Bart Callens
Strategic Projects Unit Manager

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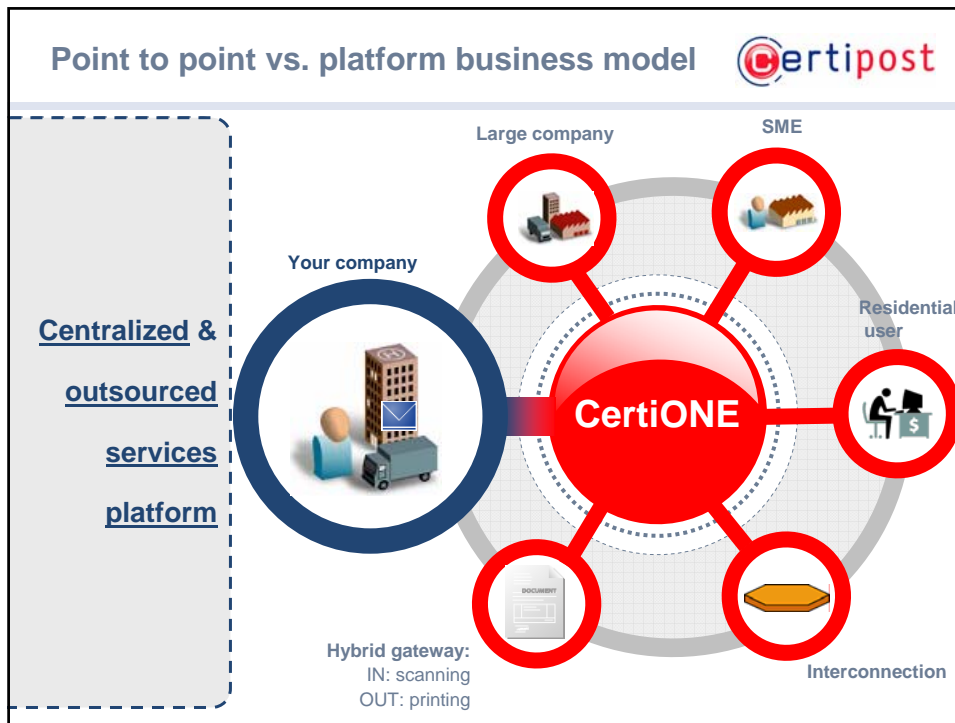
Fact sheet: sa Certipost nv



- **Shareholders:**
 - De Post/La Poste - Belgacom
- **HQ in Aalst, Belgium**
 - Sales offices in Amsterdam and Paris
- **Headcount: 85**
- **Our mission:** To facilitate & certify e-Communications
- **Document Delivery Solutions:**
 - B2B: e-Invoicing, e-Supply
 - B2C: e-Delivery
- **Identity Management projects**
 - Belgian e-identity card
- **Partners** include Clear2Pay, SAP, Asterion, Microsoft, Zetes.
- **1.600 business customers and 70.000 consumers**



2



One-stop shopping platform for document exchange

CertiONE allows

- to save costs & increase process efficiency
- by exchanging business documents electronically
- with suppliers, business and residential customers
- as easy as email

e-Billing

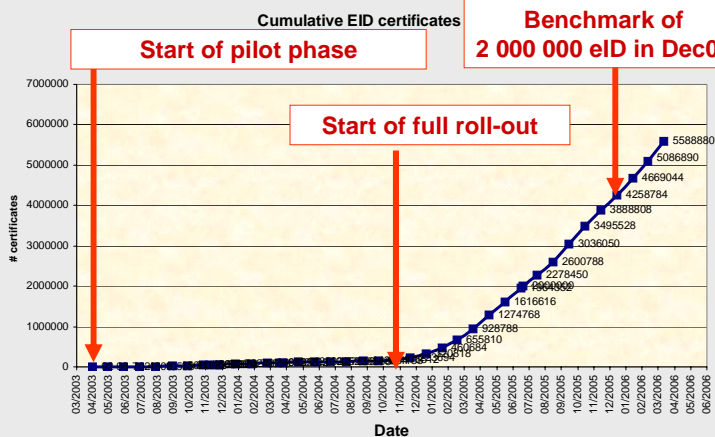
e-Delivery

e-Billing - exchange of e-invoices between companies

e-Identity – eID for every Belgian citizen, eID integration & applications, Identity & Access Management

E.g. eInvoice saves up to 6 EUR per invoice

eID roll out in Belgium



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Content of the eID card



Include permanent information about the citizen:

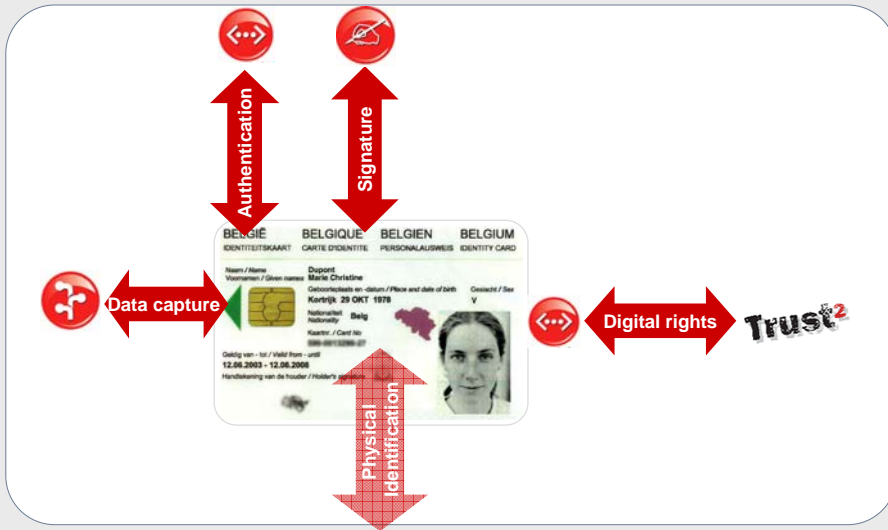
- ➔ Card Number
- ➔ Card Validity (Begin & End)
- ➔ Card Delivery Municipality
- ➔ National Number
- ➔ Name & 2 First Names & 1st Letter 3^r
- ➔ Name
- ➔ Nationality
- ➔ Birthdate and Birth Place
- ➔ Sex
- ➔ Noble Condition



- ➔ **Address** = information about citizen residence
 - ➔ Street & Number
 - ➔ ZIP Code
 - ➔ Municipality
- ➔ **Picture** = Citizen Picture in JPEG Format
- ➔ **Preference** = Include citizen preferences
 - ➔ Display preferences
 - ➔ Language preference

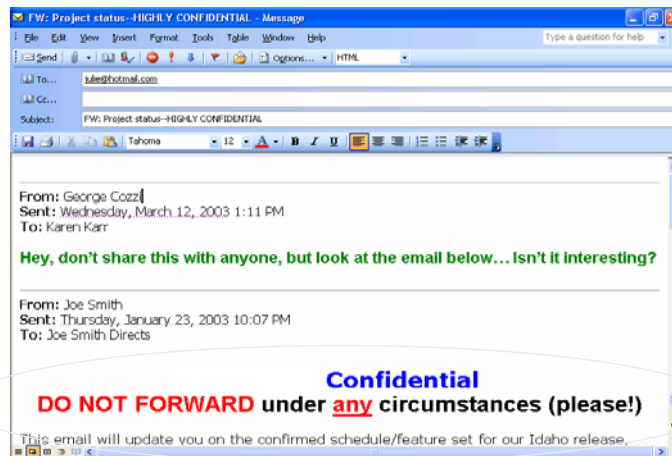
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Trust² : extending the eID capabilities



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Trust², a cost-effective and secure way to exchange business documents with business partners



- Today, most communication policies only exist on paper
- Its easy to unintentionally forward e-mails & documents
- Its easy to intentionally share/sell plans w/competitors, press, Internet

The need: Collaborative working requires persistent information Protection



Uitgelekt e-mailbericht brengt beursgang Postbank in gevaar

Duitse bank krijgt lager dan verwachte waardering

(reuters/tijd) - Een uitgelekte e-mail die Postbank op 4,4 tot 5,3 miljard euro waardeert, zorgt mogelijk voor uitsel van de beursgang van de bankdochter van het postbedrijf Deutsche Post. De waardering, die gemaakt werd door Deutsche Bank, ligt een heel stuk onder de 6 miljard euro die Postbank volgens de directievoorzitter van Deutsche Post waard is.

Het uitlekken van de vertrouwelijke e-mail is een pijnlijke voorval. Zakenbankiers van Deutsche Bank, die de beursgang van Postbank begeleidt, hebben het mailbericht met de waardering naar minstens een investeerder gelekt. Deutsche Bank heeft al zijn excuses aangeboden bij Deutsche Post en zei nog dat de mail 14 dagen oud is en enkel een werkversie bevatte. De postgroep besliste niettemin om haar advocaten het mandaat van Deutsche Bank te laten onderzoeken. De mail heeft het over een

marktwarde van Postbank van 4,4 tot 5,3 miljard euro. Dat komt ongeveer overeen met de analyses-schattingen voor de boekwaarde van Postbank, die op 4,85 miljard euro geraamd wordt. Deutsche Post bevestigde vrijdag dat Postbank voor 4,85 miljard euro in zijn boeken staat. Klaus Zimmerl, de directievoorzitter van Deutsche Post, meent dat Postbank veel meer waard is. Hij mikt op 6 miljard euro. De uitgelekte waardering geeft volgens waarnemers echter een goed idee van de waarde van Postbank. Een bankier die niet

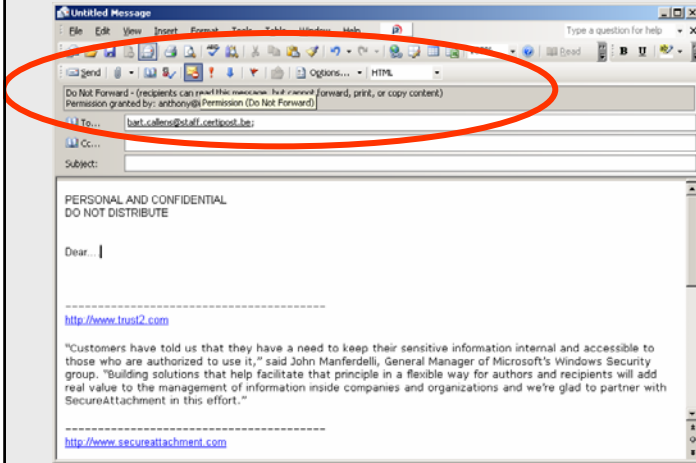
bij de transactie betrokken is, meent dat 4,4 miljard euro waarschijnlijk de maximale prijs zal zijn. Belangrijke Duitse investeerders zeggen dat ze niet meer dan 2,5 miljard euro willen betalen voor het belang van 50 procent min een aandeel dat Deutsche Post wil verkopen. Dat komt overeen met een waardering voor heel Postbank van 5 miljard euro. Deutsche Post zal zich dus ofwel tevreden moeten stellen met een lager dan verwachte prijs voor Postbank, ofwel de beursgang moeten uitstellen. Dit jaar hebben al drie Duitse bedrijven een beursgang uitgesteld. Oorzaken zijn het slechte marktklimaat en de vraag van beleggers naar stevigere kortingen voor nieuwe aandelen. De beursgang van Postbank is gepland voor 21 juni.

Today's Policy expression need...

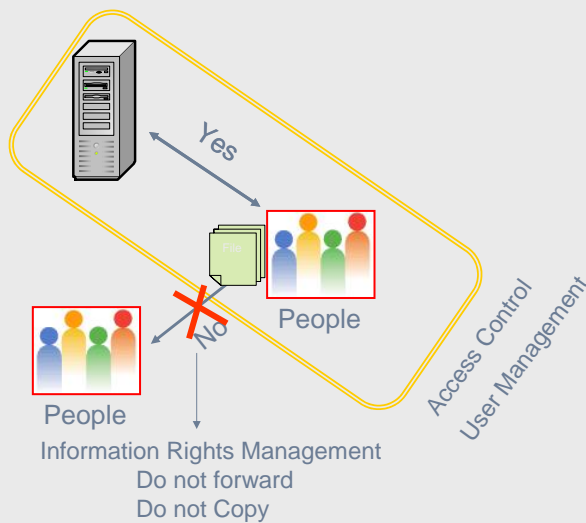


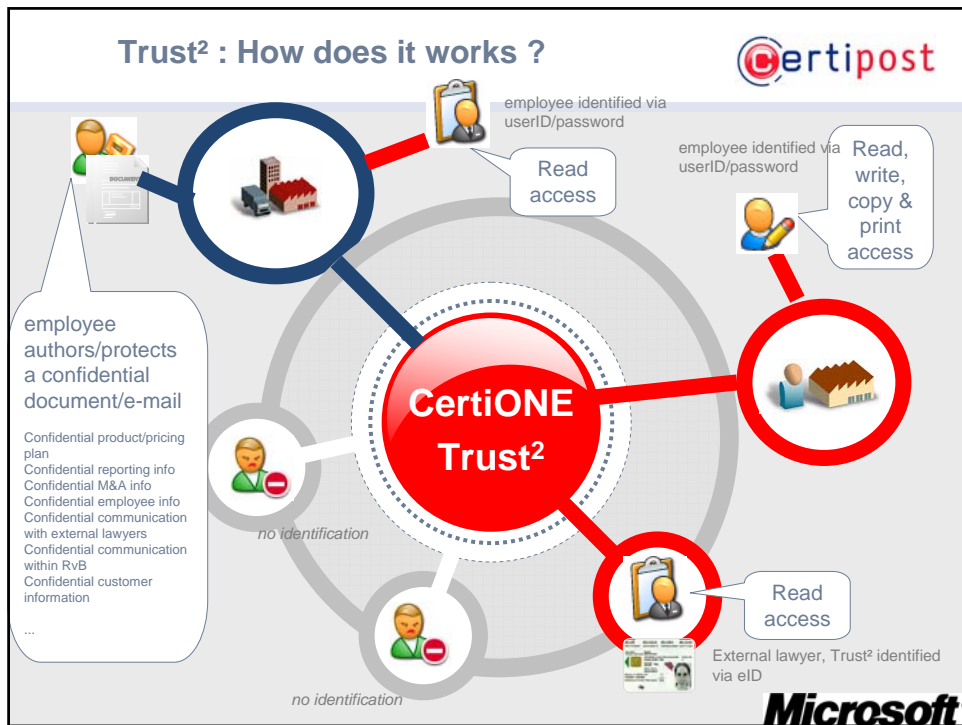
- Intellectual Property Protection
- Compliance with regulative frameworks (eg BIPT)
- Chinese Wall policies
- Board of Directors information
- Record Management
- Product Roadmap
- Safeguarding Business Intelligence
- Corporate communications
- HR information
- Price lists
- Communication with lawyers
- ...

Define and Enforce your usage and distribution policies of your information assets via Information Rights Management



The solution: Trust² based on information Rights Management





Trust²: Information Rights Management + Authentication + native support in business applications

- Trust² is a service available for to any user of any windows applicatoin combining two components safeguarding privacy of information
 - ⊖ Authentication of authorized users
 - Only authorized users can get access to the info
 - ⊖ Information Rights Management
 - Prevention of unauthorized forwarding, printing, copying,...
 - ⊖ Current Business Applications include MS Office2003, Internet Explorer,...
 - ⊖ Extensions do exist for other formats :
 - Eg visio, pdf, project,txt, bmp

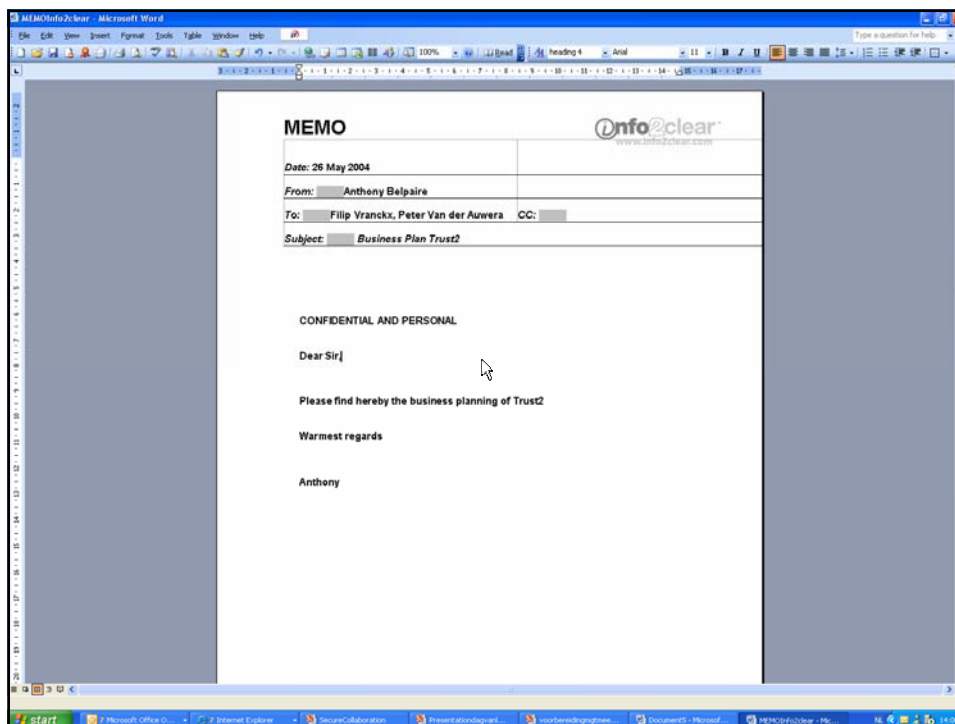
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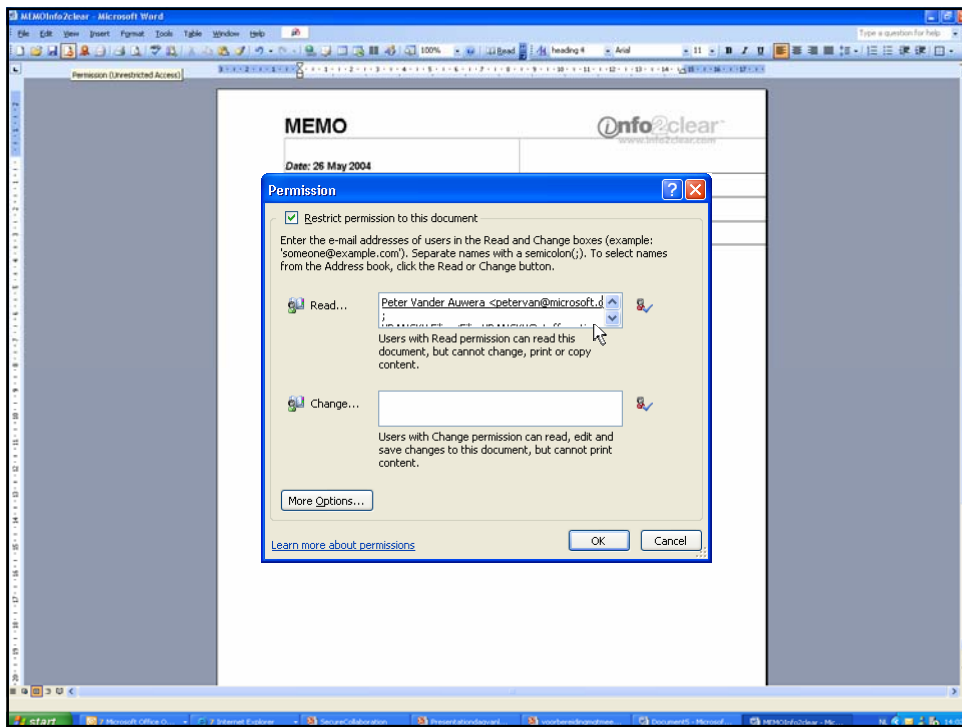
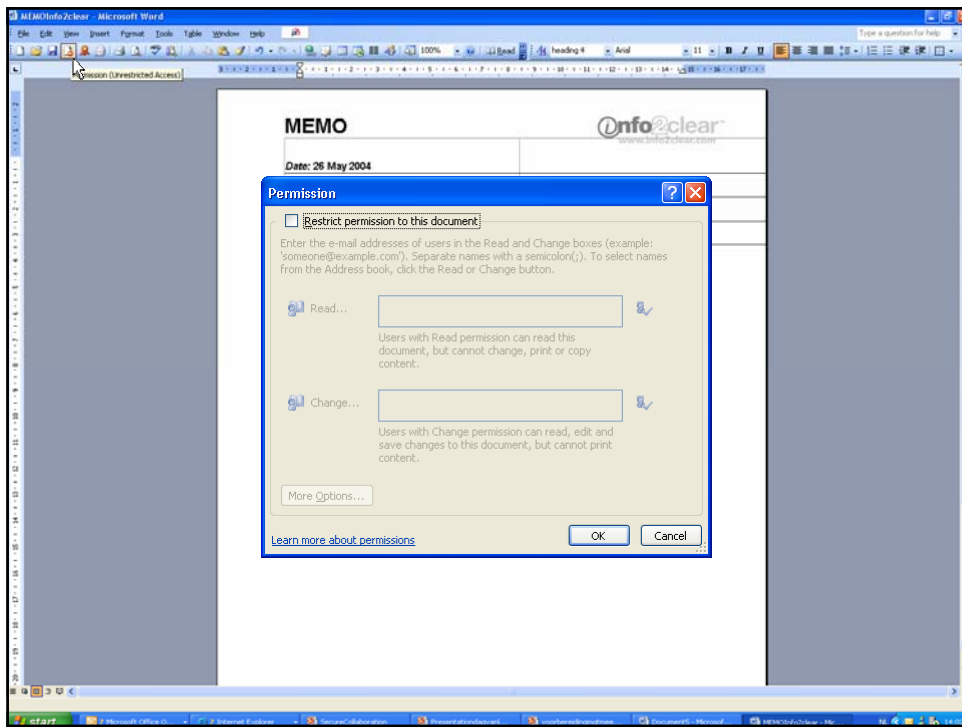
Information flows within and across the organizational borders

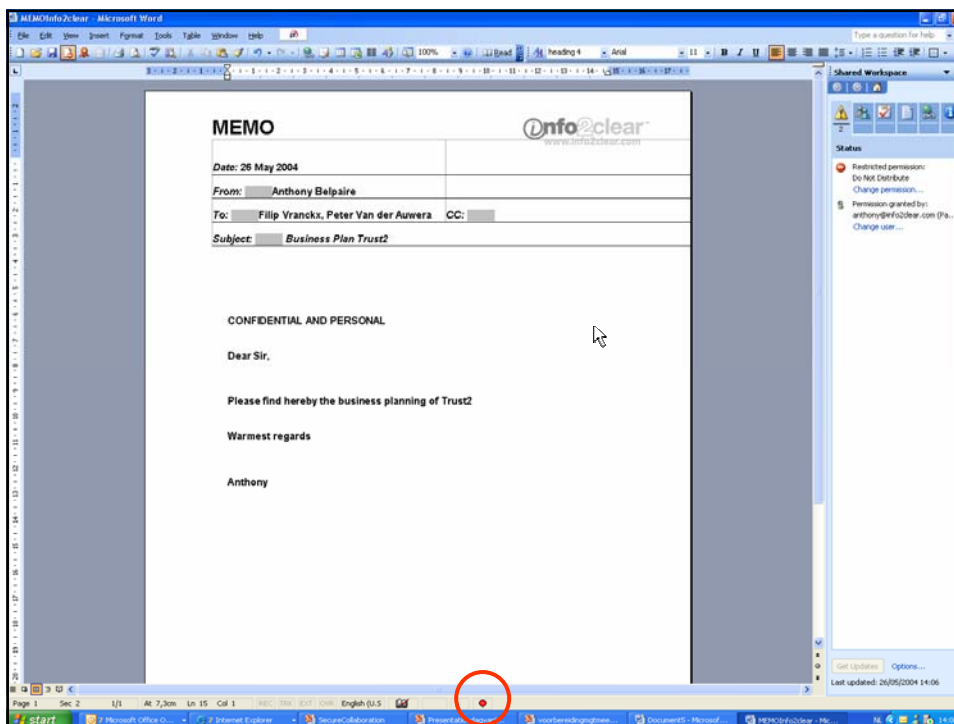
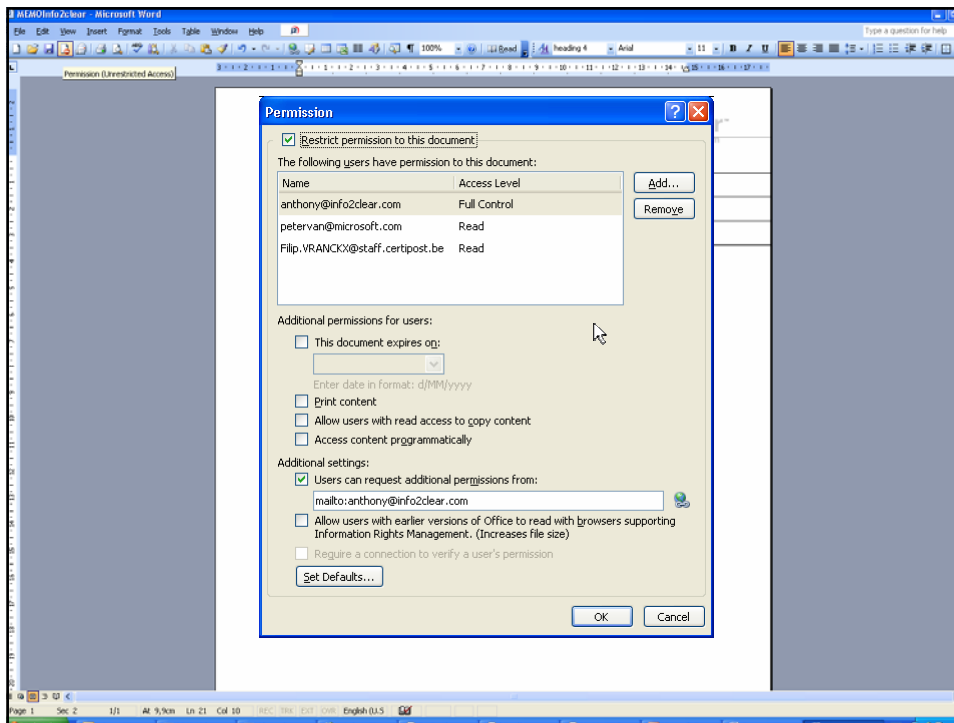


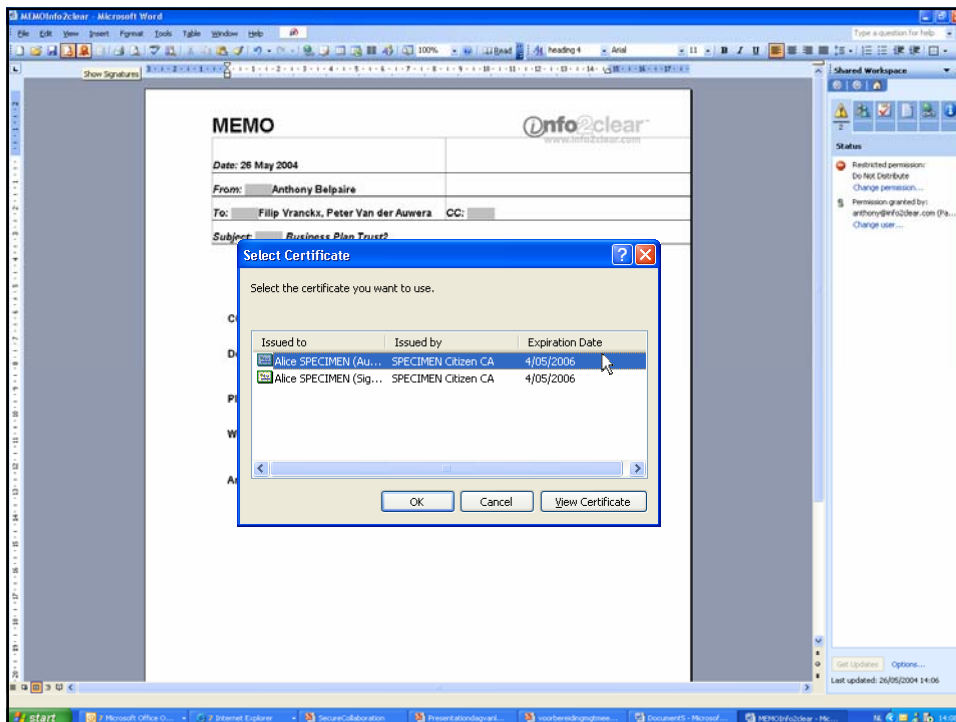
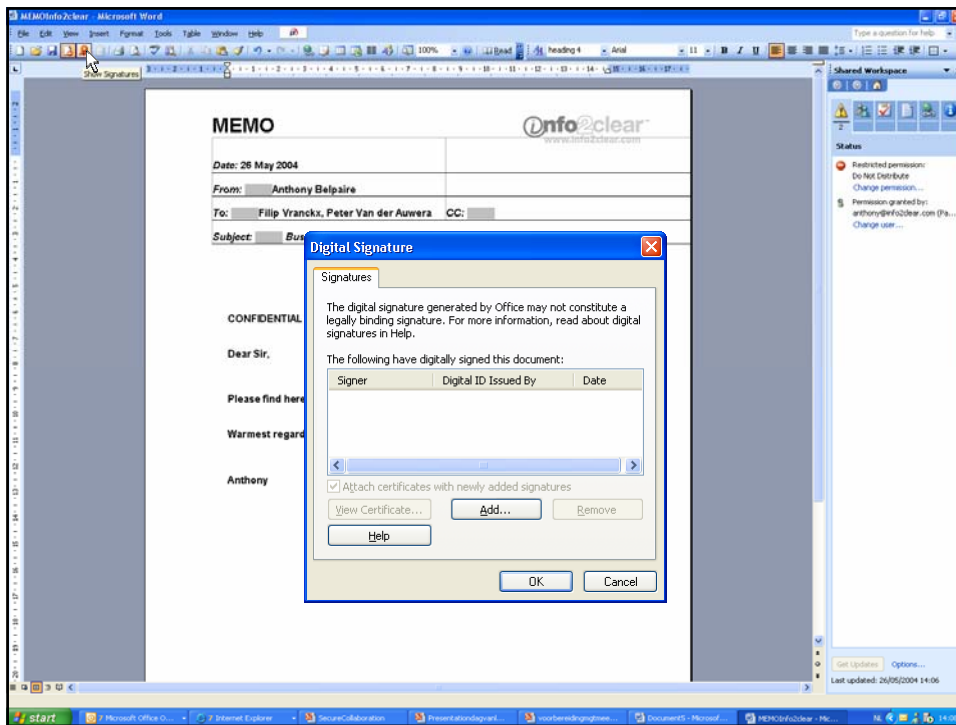
- Publish confidential information on portal only accessible by authorized members without risk of accidental or intentional leakages
- Safeguard the confidentiality of financial and audit reports when shared with customer
- Sales manager preventing dissemination of business intelligence embedded in a proposal
-

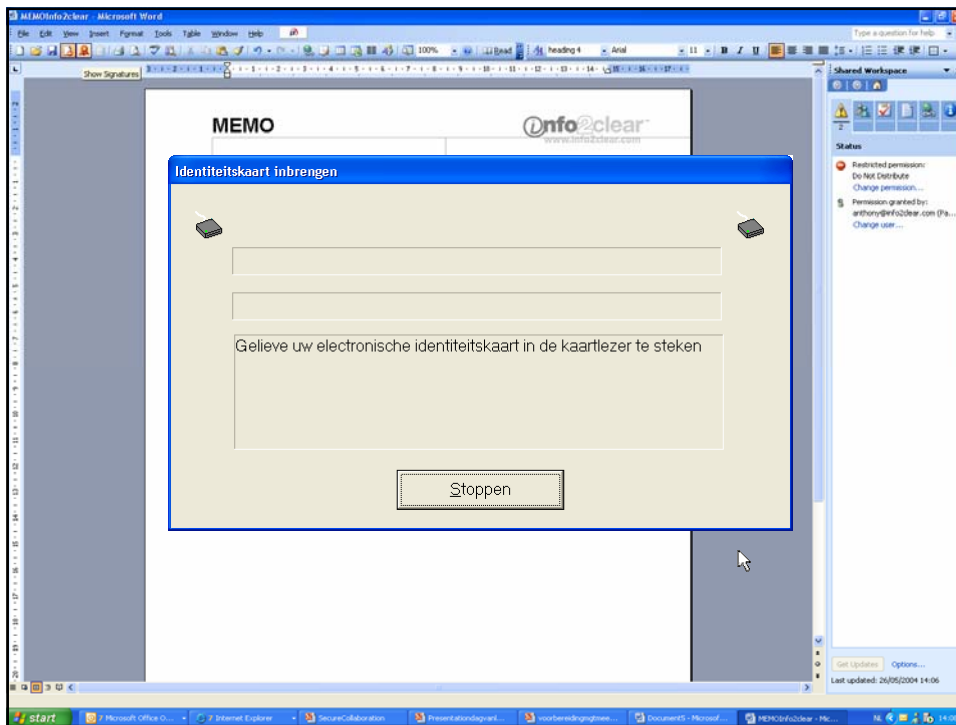
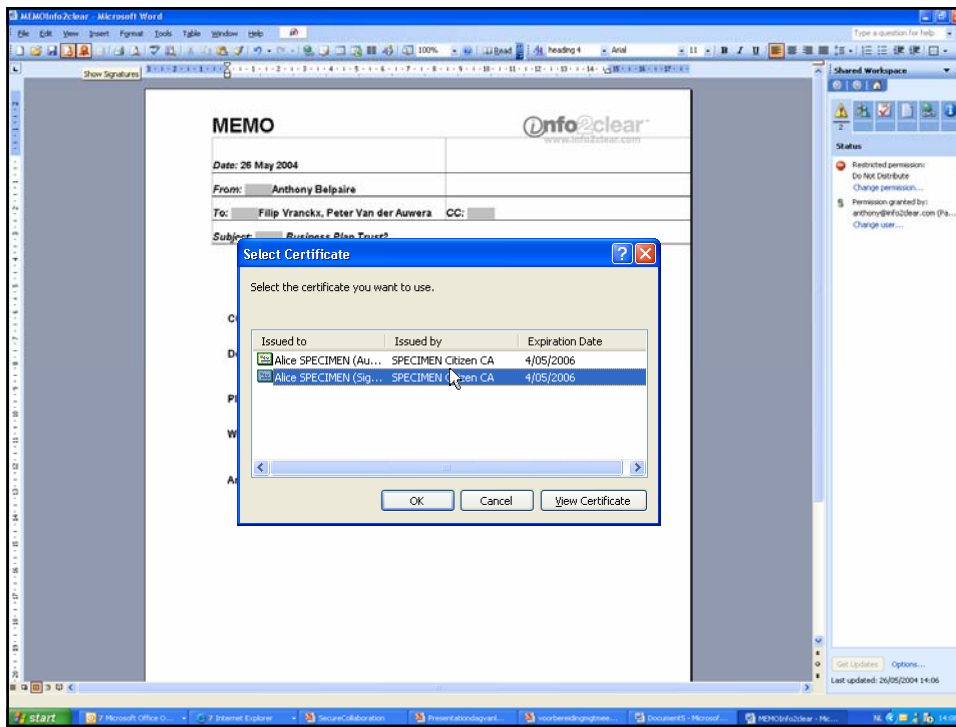
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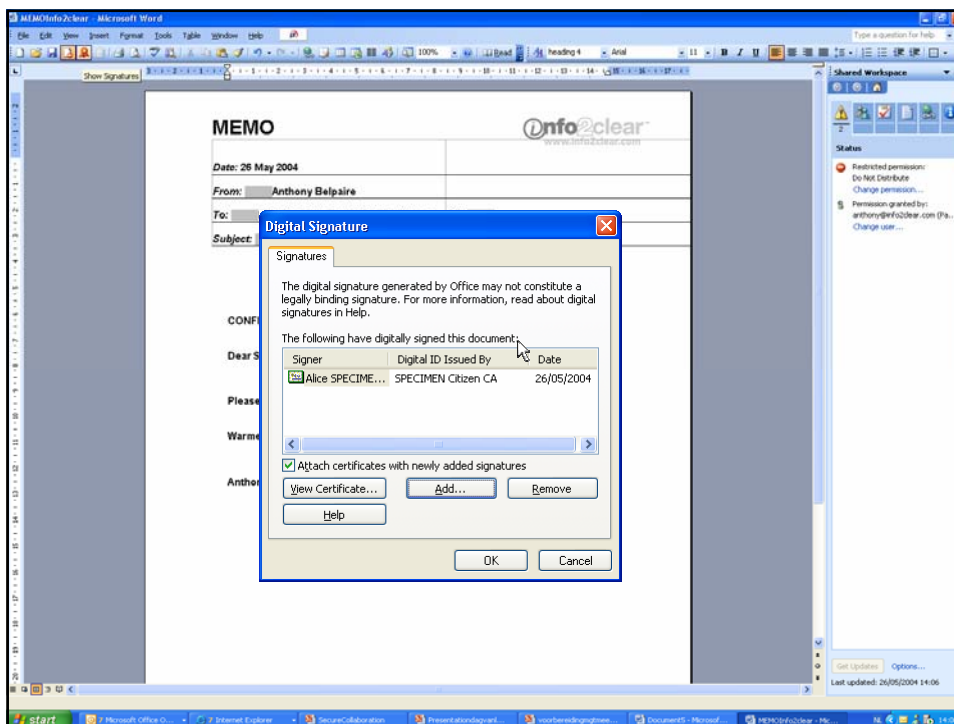
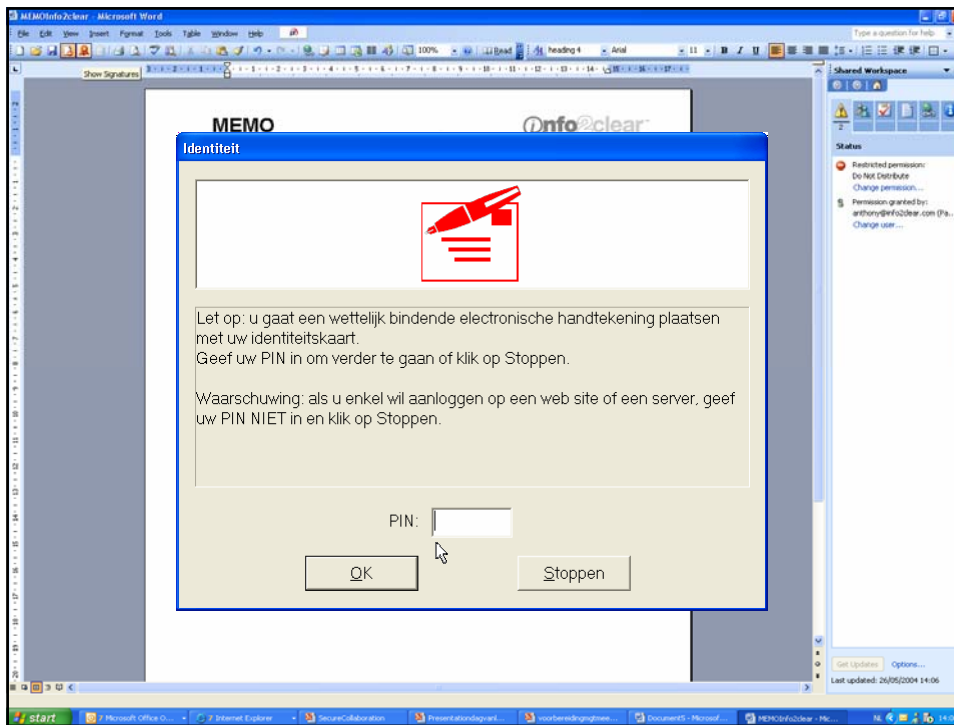


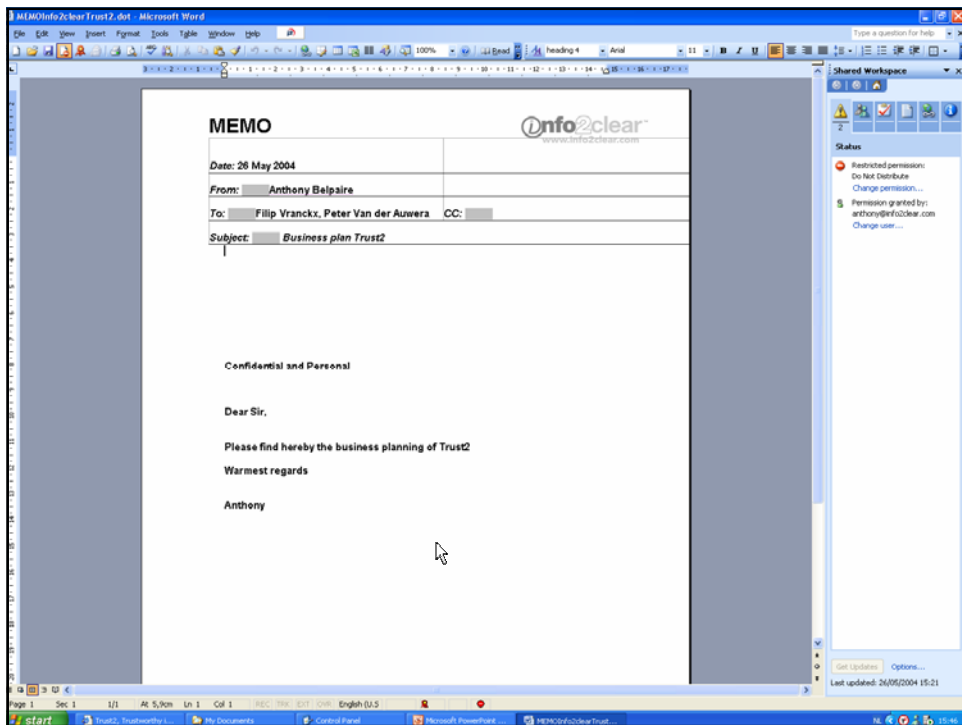
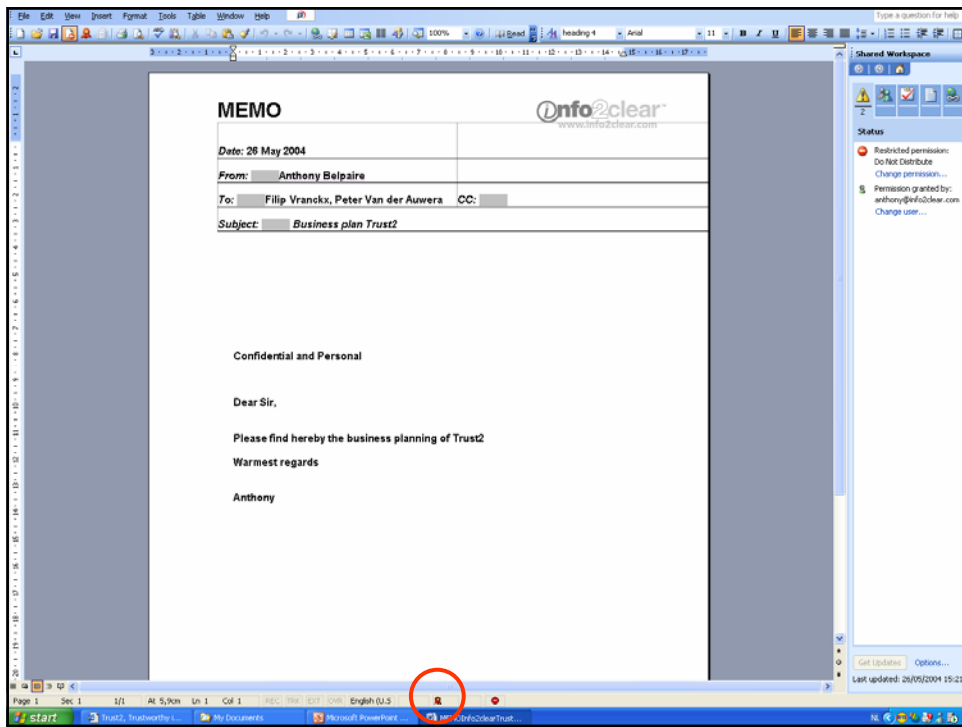


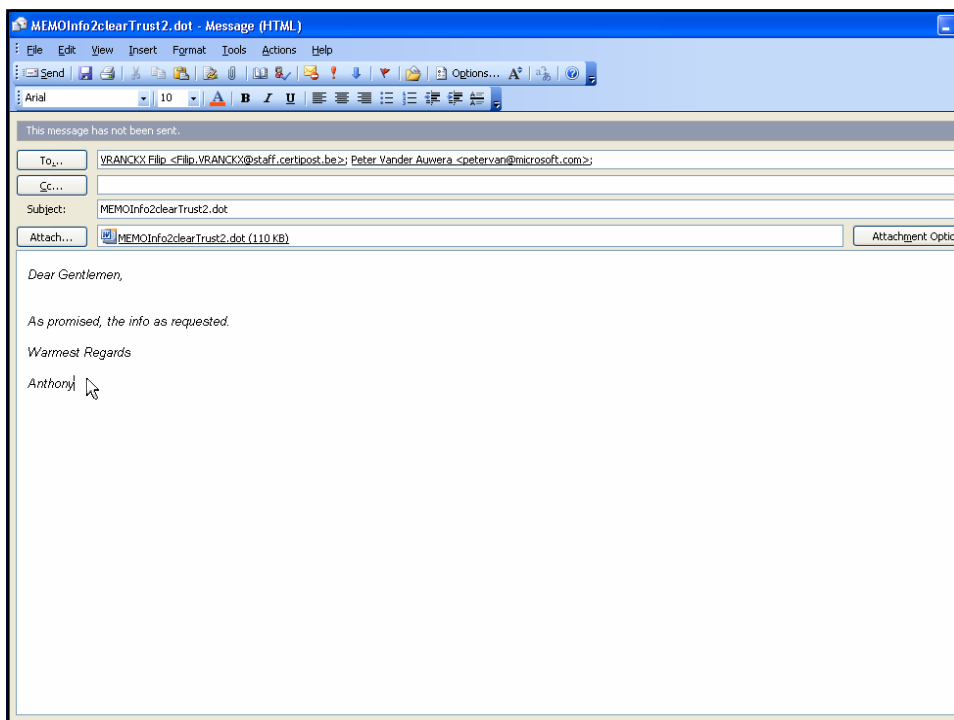
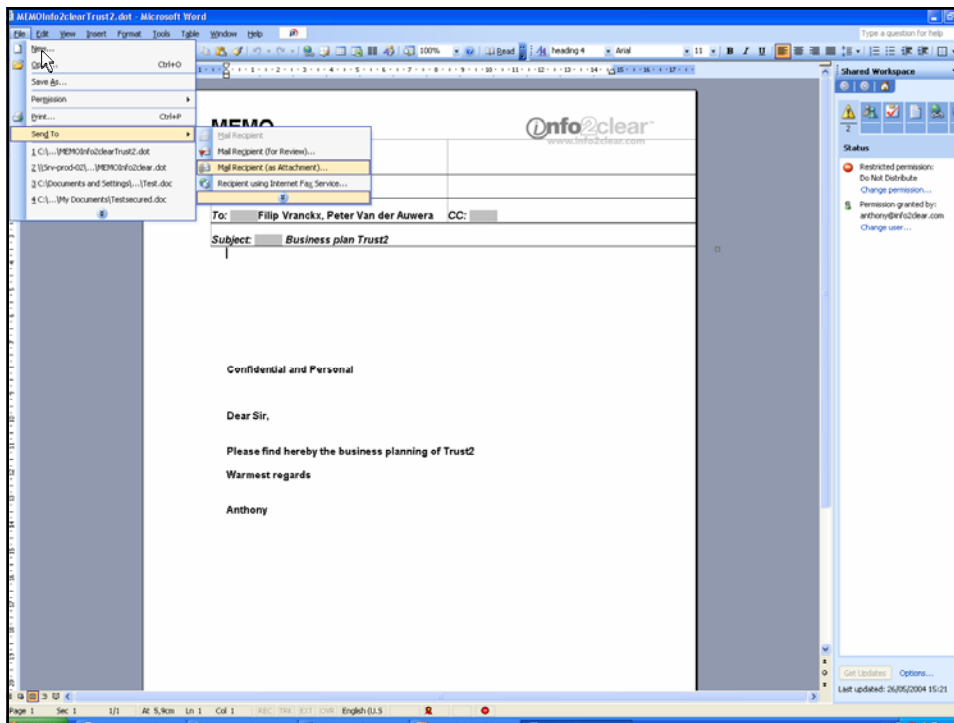


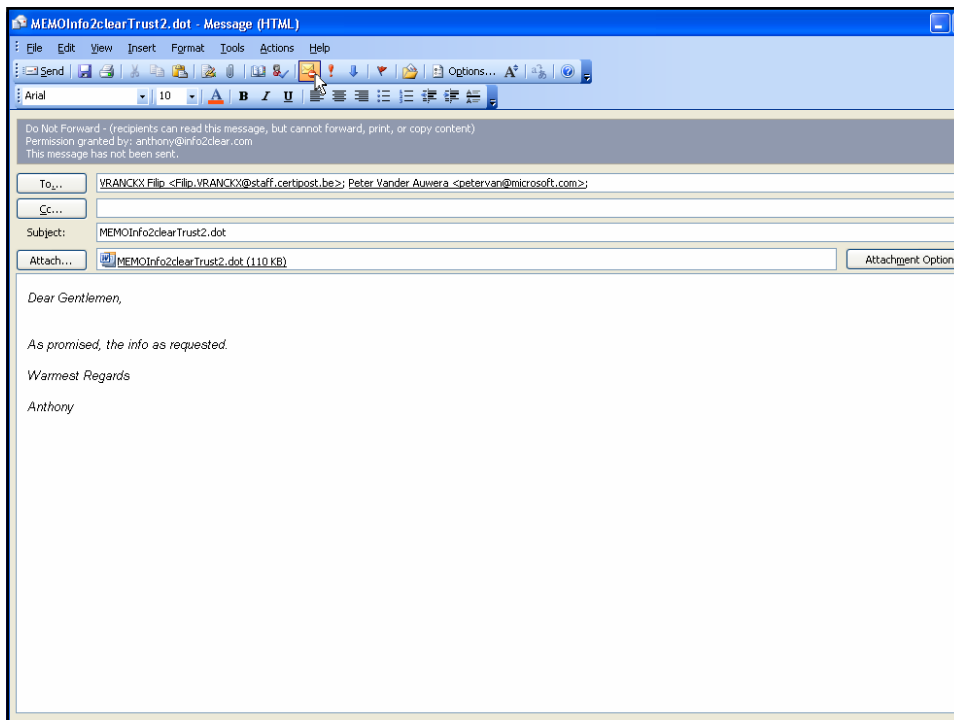


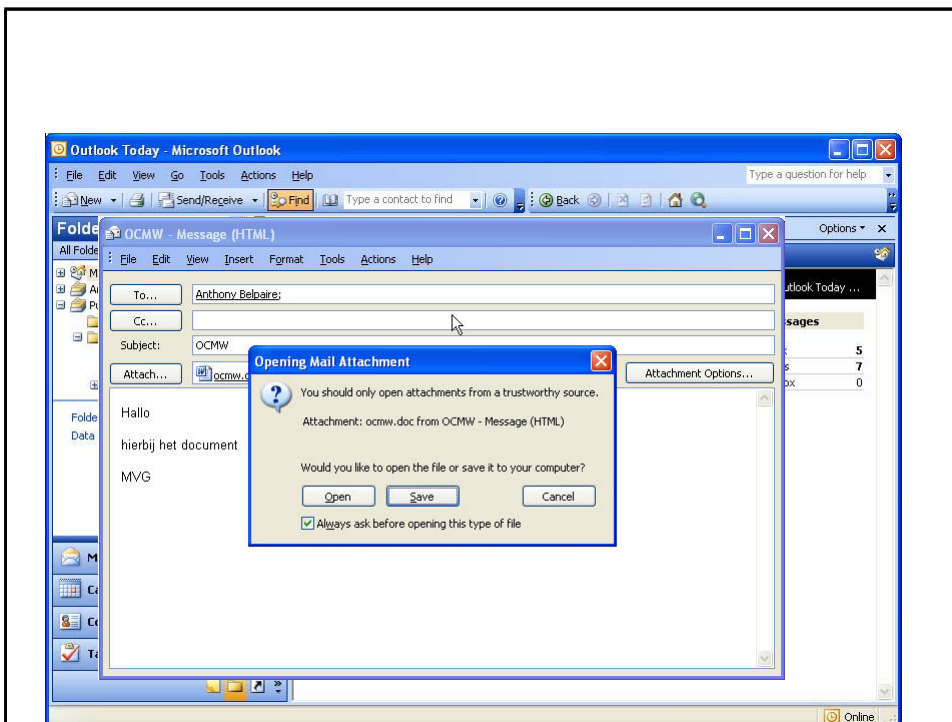
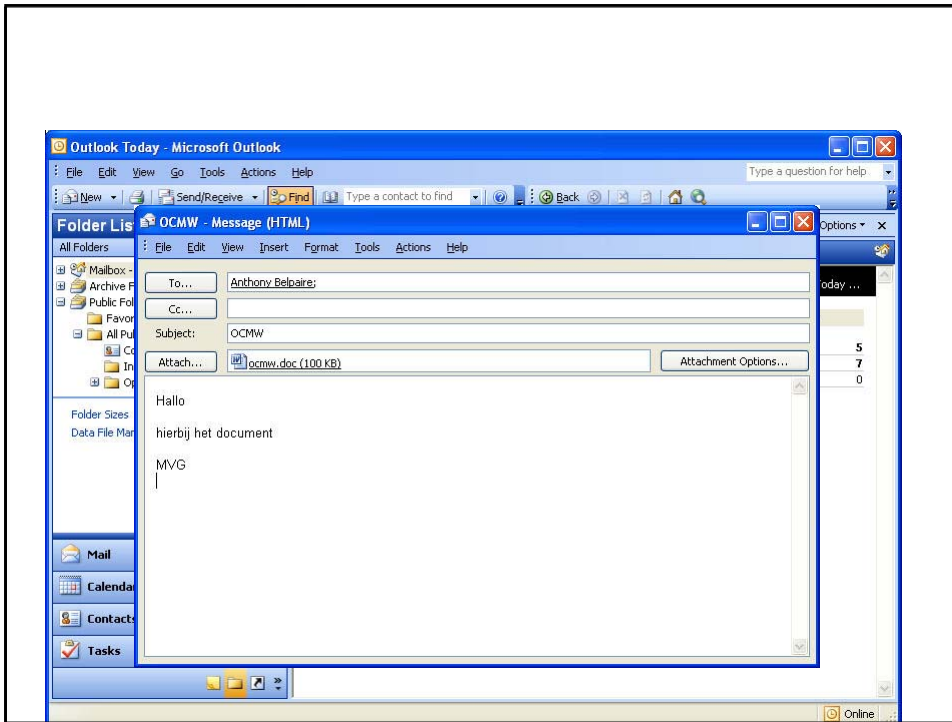


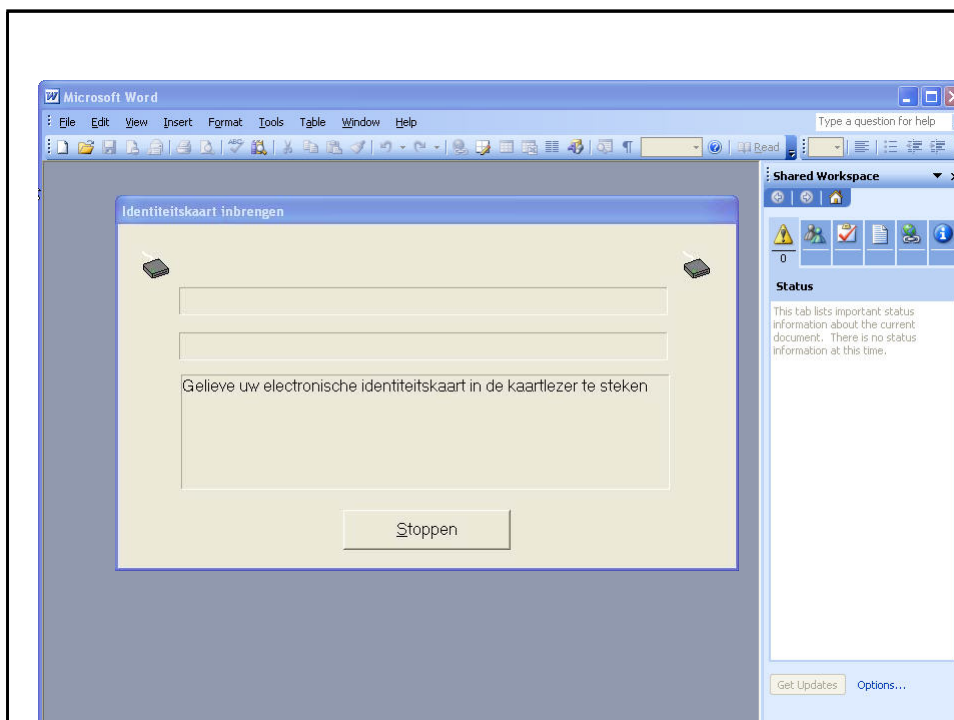
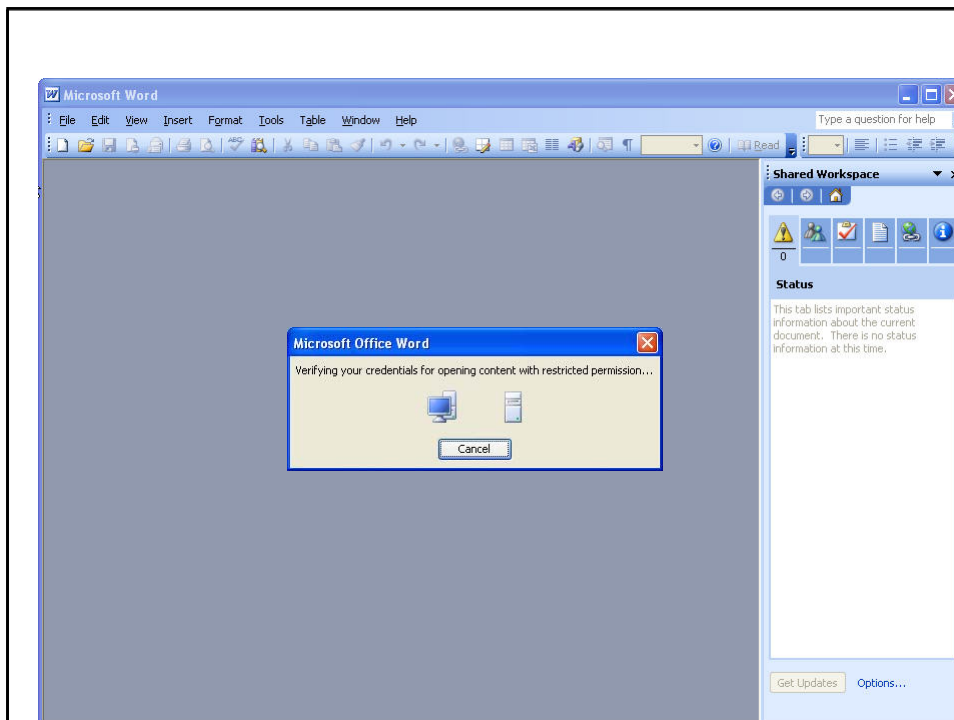


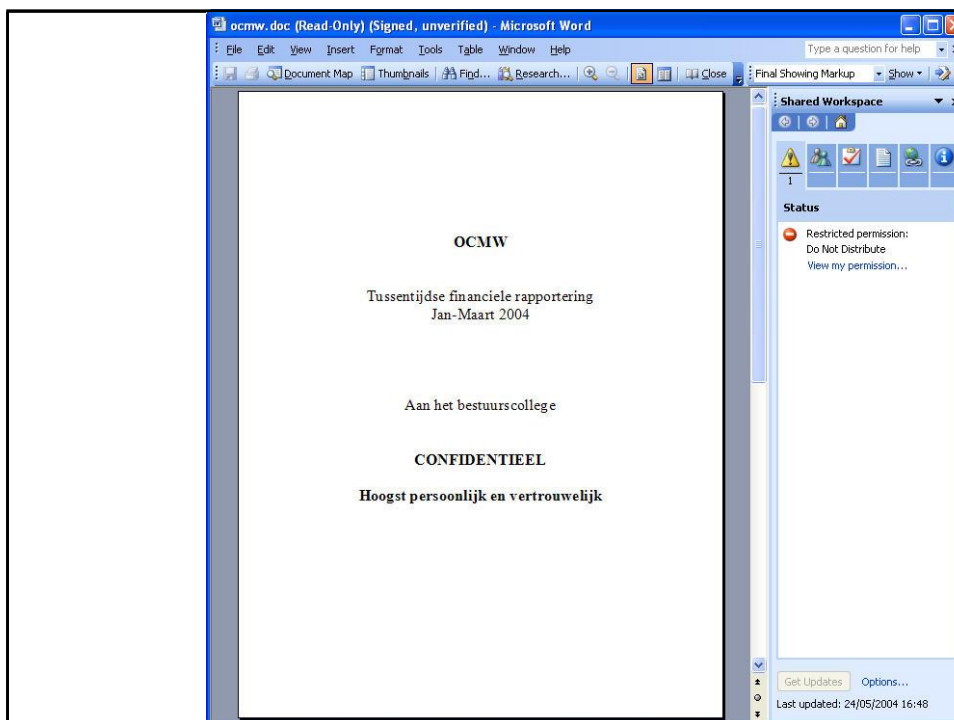
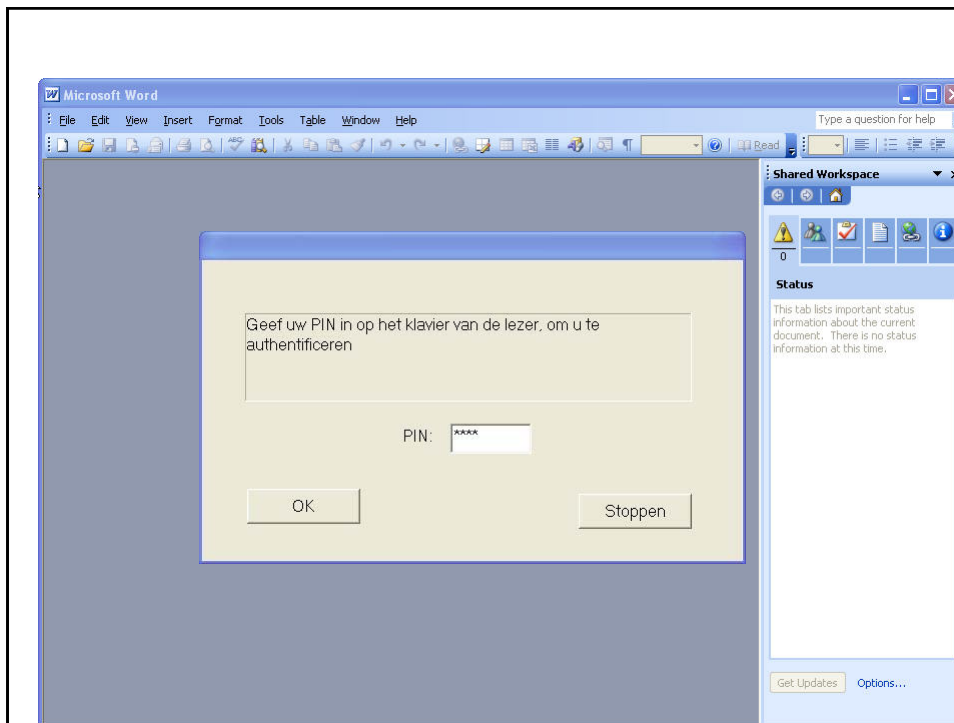


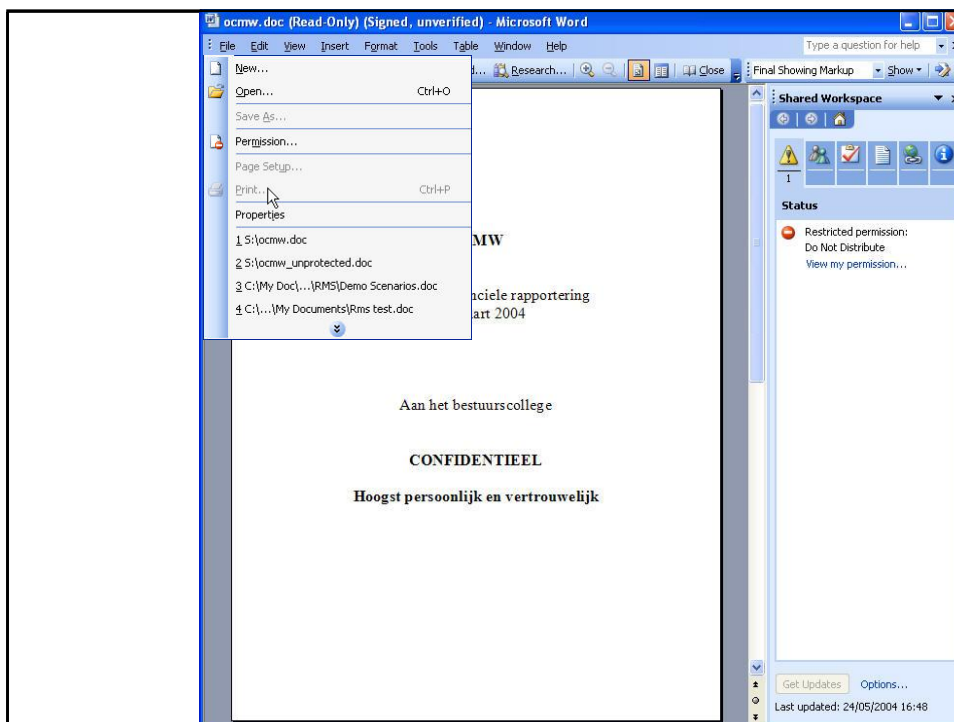
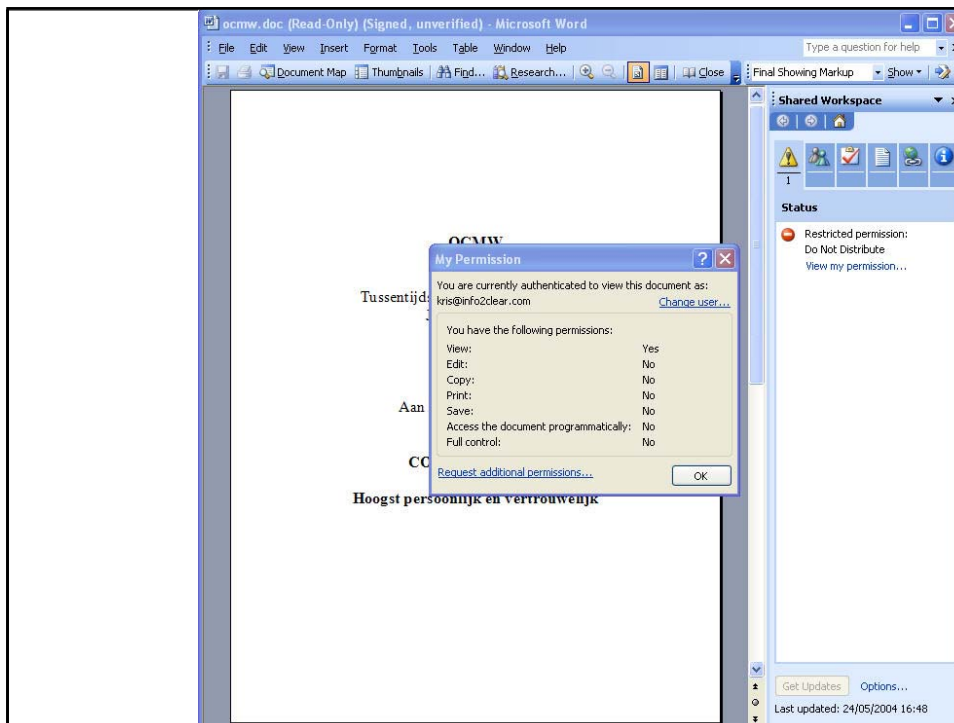


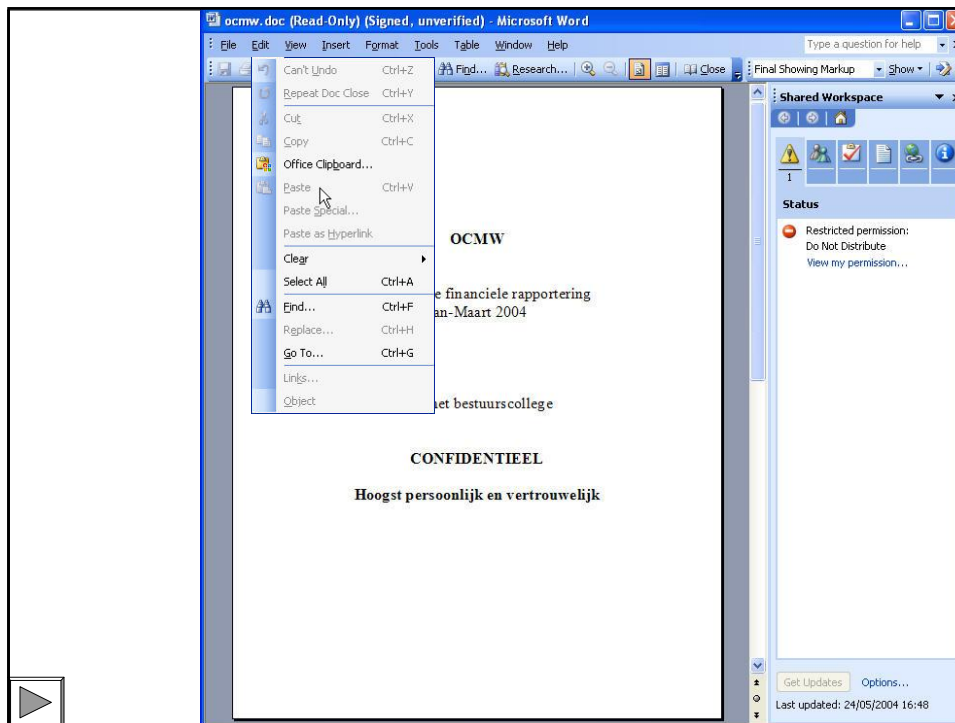












Conclusion



- **Trust²** for cost-effective and secure way to exchange business documents with business partners
 - DRM
 - Leveraging on Microsoft RMS Technology
 - Strong Authentication
 - Leveraging on the Belgian eID
 - Policy based for customisation
- Available “out-of-the box” as standard feature of MS Office 2003 Pro (support for extended formats available)
- Different models are available
 - Outsourced
 - Insourced
 - Hybrid

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Proposed Solution : Hybrid Trust² model



➤ RMS Infrastructure

➤ Internal : @Company

- For employees
- 100% integrated with existing infrastructure (AD), MS Office Templates,...

➤ External : @Certipost : Trust²

- For non-employees
 - Either connected directly to Trust²
 - Either connected to own RMS



➤ Strong authentication credentials

- UID/PWD for Proximus internal
- eID for customers
- Professional Token/Smartcard for non-eID holders



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Trust² Case Study (1) : IAB-I.B.R.



➤ Institutes of Tax Accountants and Company Auditors



- Usage of a professional token/smartcard
- Various confidential information flows identified



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Trust² case studies (1) : IAB-I.B.R.



☛ Relations with the Institute

- ☛ Either via secured e-mail or Intranet secure access
- ☛ Secure sending of expertise reports, permanent training annual attests, modification of personal or professional coordinates
- ☛ Deposit of deontologically requested reports
- ☛ Disciplinary related documents exchange
- ☛ Publication of Members Lists, Stagiairs Lists and Masters of "Stagiairs"

☛ Relations with confraters

- ☛ Any confidential information exchange
- ☛ Exchange of working documents, reports
- ☛ Any confraternal information exchange

☛ Relations with Third parties & customers

- ☛ Audit Reports
- ☛ Any confidential information exchange

☛ Relations with authorities

- ☛ Any confidential information exchange
- ☛ Answers to "avis" from the Administration
- ☛ Fiscal agreement
- ☛ Complaints introduction

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Trust² Case Study (2) : Simont Braun



Pilot project : Law Firm Simont Braun

SIMONT
BRAUN

☛ Headquartered in the middle of the traditional Brussels business district,

The firm **Simont Braun** is the result of the merger between two groups of lawyers, one gathered around Lucien **Simont** and the other coming from the firm Braun **Bigwood**

- Its activities cover business law at large, their practice areas are
 - **Arbitration & Litigation**
 - Corporate law**
 - Finance & Banking**
 - Intellectual property & Competition law**
 - Public and Administrative Law**
 - Real estate and Construction law**
 - Tax & Labor law**
 - Trade practices, E-commerce & Distribution**

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➤ **Case study**

- In the process of deploying Office 2003 Pro
- 70 collaborators exchange monthly more or less than 500.000 emails
- Trust² would be the right means for Simont Braun to
 - exchange confidential documents, contracts with other Lawyer's firms
 - To provide legal documents just in time, replacing fax transmission (ex: conclusions, ...)

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