

Munich-based cybersecurity specialist IDEE launches global channel program and announces the first partner

- € More and more companies demand new security solutions due to remote work
- € Cybersecurity specialist IDEE and binder|consulting offer a joint solution for the digital transformation of HR processes
- € Program is now open - calls new vendors to participate

Munich - Germany, xx.10.2020 – IDEE, the Munich-based specialist for secure digital authentication and authorization, announced today the launch of its channel program. Together with certified resellers, the company offers passwordless and zero-trust-based solutions for corporate identity access management (IAM). Munich's binder|consulting is one of the first partners to join IDEE in this program. Together they will help organizations to transform their top HR processes in respect of laws and regulations pertaining to privileged personnel data while allowing safe and secure use of the employee's private devices.

Securing UCC-platforms and applications for remote work

Given the current global challenges, more and more companies are turning to work from the home office and implementing Bring Your Own Device (BYOD) policies. Platforms for digital collaboration (UCC) have experienced massive traction in this regard. At the same time, technological progress is presenting many companies with security challenges when it comes to managing access to sensitive data. In addition, the Corona Pandemic has unsettled many employees and exposed them to an increased risk of hackers who are increasingly trying to steal passwords and login data. The use of passwordless solutions offers increased security and protects companies from those attacks.

Dr. Ralph Köppen, Managing Partner at binder|consulting comments: "What organizations require today is a shift in their operating processes towards the cloud and employee-owned devices. Achieving both in the HR domain has historically been challenging. But today with IDEE's AuthN™ and the long-term experience of binder|consulting in optimizing HR operating models, we can provide a responsible solution to achieving these goals. Customers who decide to stay on-premise or run a hybrid strategy can of course benefit from this solution too."

Alex Christophe, Sales Director at IDEE, comments: "We are extremely pleased to have been chosen by binder|consulting as a partner for the digital transformation of our clients' HR processes. AuthN™ has been proven to provide a short time to market and an exceptional extendibility thanks to standards-based integration options. This is critical to our customers who may reconsider projects that do not deliver value fast enough."

The onboarding phase has started

Distributors are invited to participate in the future and benefit from immediate upselling opportunities with AuthN™ as a bolt-on security upgrade. The solution is platform-neutral and compatible with a variety of authentication targets such as SSO and password management systems, VPN and network security devices or business applications such as CRM and HR systems. Once integrated, AuthN™ provides password-free access to applications, increasing security for the enterprise.

The IDEE partner program offers 4 levels (Business, Advanced, Expert & Global) and includes industry-leading margin for all partners based on shared commitments. Alex Christophe explains: "The first quality of our program is the simplicity with no direct sales by IDEE and my exclusive

commitment to channel enablement. Additionally, we provide our partners with universal high-margin cross-sell and up-sell opportunities in all sectors including IOT. We are looking forward to building or renewing long-term success with our partners.”

About IDEE:

IDEE GmbH is a Cybersecurity vendor established in Munich delivering the most secure authentication and authorization SaaS offering available today. IDEE’s AuthN™ is the truly passwordless zero-trust authentication and authorization service Made in Germany.

By truly eliminating passwords & credential databases AuthN™ removes not only all password related threats but also reduces that immense pressure on budgets. AuthN™ has also been proven to enable transformation with a short time to result. The service is extendable based on industry-standard protocols and can be applied to common and bespoke use cases in a wide range of applications and services, from ERP, CRM and UCC systems to HR applications.

Built on a zero-trust and zero-knowledge distributed-hyperledger architecture AuthN™ not only significantly increases security but also simplifies auditing and compliance. The built-in features such as advanced Multi-Party-Authorization & 3FA satisfy industry-related regulatory requirements at no additional cost.

And this is why AuthN™ has gained the trust of CIOs and Identity and Access Management experts alike.

Supported by UK’s NCSC & GCHQ IDEE GmbH is an active member of Bitkom and Teletrust in Germany with security and privacy by design as guiding principles. The company is based in Munich, with further locations in London and Belgrade.

About binder|consulting:

binder|consulting is a boutique management consultancy specialized on HR IT advisory and implementation services.

We believe business value creation is mostly driven by people! The way companies make use of their people’s skills is their most important success factor. Therefore, we drive people-business.

Information technologies are to be used in the best way to support their performance.

Headquartered in Munich, operating globally since 1998 with further locations in Frankfurt, Barcelona, and Lisbon we serve multinational, large companies in 4 main areas of expertise: Business Talent Strategy, HR Operating Model Transformation, HR-IT Strategy & Execution and Carve-outs, Mergers & Acquisitions.

Solution offerings of binder|consulting include: emerging technology impact analyses on workforce and organizations, agile HR target operating models, HR automation, HR IT strategies, HR tech sourcing advisory and implementation, employee stock option programs, Carve-out/M&A advisory and transformation management.

Our international team combines strategy, transformation and technology know-how with deep domain and process expertise and insights, to develop new business solutions and operating models of the future. Whilst we frequently find ourselves developing strategy and transformation plans, we are equally at home involved in helping to scale our clients’ growth and change activities as well as implementing IT solutions.