

# TEN TECHNOLOGY COMPANIES

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## TO WATCH

Tough times separate innovators from imitators—no small feat in the world of technology, an industry perhaps hit hardest by volatile stock markets and economic malaise. Even more, tech companies serving financial firms must deliver on greater expectations, as their clients' demands underscore increasing regulation, stiffer competition in the marketplace and a closer watch on investment return for technology dollars spent.

Financial players would be mistaken to assume that a hunker-down mentality has engulfed the technology business in general, and that innovation has been eclipsed by

bottom line pressures at all technology shops. For a handful of lesser known companies whose star is just beginning to rise, innovation is about solving problems and creating new ways to think about old businesses.

*BTN* looks at 10 companies whose technology promises to address the market and operational performance issues facing

banks. These private and public companies—Alogent, Postini, Searchspace, CorVu, Voltage Security, Powerhouse Technologies Group, ID Analytics, Financial Circuit, Aurum Technology and FileNet Corp—provide financial firms with tools that enable them to remain compliant, competitive, customer-centric, cost-sensitive and secure.

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# FIVE

## Voltage Security

**Industry:** E-mail encrypting

**Products:** Voltage SecurePolicy Suite, Voltage SecureFile, Voltage SecureMail

**Founded:** 2002; 20 employees

**Status:** Private

SAY GOODBYE TO CUMBERSOME DIGITAL CERTIFICATES. ENTER VOLTAGE SECURITY'S new technologies, which can help banks send secure bank statements and other documentation. "This is a breakthrough technology for secure mail and files," points out CEO Sathvik Krishnamurthy. "It is much easier to use than prior approaches and has a much lower deployment footprint."

The Voltage Security suite of products include SecurePolicy Suite, a central enterprise security server to enforce security policies related to the issuance of IBE keys, user provisioning, and administration of mission critical business communication; the SecurePolicy Service, a managed service for the SecurePolicy suite and applications; and SecureMail, a software module used with existing e-mail products to enable users to transparently send and receive secure e-mail; and SecureFile, a software module to help users to easily secure files, directories and documents on portals and intranets.

The software builds on the cryptography, known as identity-based encryption, invented by Dan Boneh and Matt Franklin. IBE enables an identity, such as an e-mail, phone number or IP address, to be used as the public-key in a public key cryptographic system. Until now, encryption techniques have relied on long, randomly generated keys applied to identities using digitally signed certificates. However, the management of these certificates—and the need to obtain a certificate before encrypting to a person or machine—has made encryption more cumbersome.

**Voltage**  
security

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