



Looking forward to the Year Ahead

2011 a year in review...

- New Additions : Products, Upgrades, Customers, and Staff
- ViewDS projects
- Conferences

NEW PRODUCTS



Telos is an advanced technology solutions provider developed in the US. They supply to Defence, Intelligence, Homeland Security, and Federal agencies. Their military messaging platform was demonstrated by eB2Bcom at MilCIS last year and garnered a lot of interest from Australian and New Zealand Defence. We are looking forward to a rewarding relationship with Telos this year



Our partnership with Lieberman began in June 2011. Lieberman has been officially launched into Singapore and we will look to promote it in the Australian market in the next few months. Lieberman are specialists in Privilege Identity Management and Security Management particularly in the space of Password Management.

NEW RELEASES



Our relationship with Ping has continued to strengthen over the years. In late 2011 they released version 6.5 of PingFederate, which enables web SSO using mobile Apps. 2011 has seen a tremendous increase in activity around web SSO and Ping Identity is being evaluated by a number of large customers including banks, telcos, and government entities.

Happy New Year Everyone!

2011 was a busy year full of new products, customers, and new staff members. It would be fair to say we all enjoyed our Holidays, but are now rejuvenated for an exciting and prosperous year ahead.

NEW STAFF

We would like to welcome Lexie Leighs to the eB2Bcom team. She began her role as Sales and Marketing Coordinator in late September after graduating from University of Canterbury with a Bachelor degree in Marketing at the end of 2010. This is her first graduate position so she is keen to learn and engage with both sales and marketing activities.

VIEWDS PROJECTS

Last year eB2Bcom continued to work closely with Victorian Government, this time developing a mobile version of their award-winning Contacts and Services Directory Website. The launch proved to be very successful and many other customers are looking to develop similar mobile versions of their directory. Looking towards mid this year we are expecting a new release of ViewDS with some exciting new features.



CONFERENCES

MilCIS— In early November eB2Bcom attended the Military information systems conference in which we showed Centrify, Ping, and ViewDS. We proved to be quite popular with the Telos demonstration of military messaging which gained a lot of attention

Gartner— The week following MilCIS Adam Neale, our National Sales Manager, travelled to the Gold Coast for the highly reputable Gartner Conference. Adam was there to support a couple of technical experts from our partner Centrify, where they were showcasing their latest products and features. Centrify continues to be one of our most successful products.