



## **ASX ANNOUNCEMENT | COVATA LIMITED**

### **CEO Business Update**

**29 April 2016**

**Washington D.C**

To our Valued Shareholders,

I thank you for your continued support as we execute upon our business plan and I am pleased to provide this update.

Before I turn to the business, I will provide key highlights from the Appendix 4C released today on the ASX. At 31 March 2016, Covata held \$7.7 million in cash compared to \$8.5 million at 31 December 2015.

Net operating cash flow for the quarter ended 31 March 2016 was (\$1.8 million), \$2.4 million less than the previous quarter ended 31 December 2015, which was (\$4.2 million). This decrease is mostly due to (a) the receipt of \$1.65 million AusIndustry/ATO R&D tax incentive in Q3FY16 and (b) a non-recurring (\$.5 million) research and development investment in Safe Share 3.0 and the Covata Platform paid in Q2FY16. Rapid progress has been achieved within the UK Government (with associated costs in Pounds Sterling being roughly two times the Australian Dollar), whilst cash burn has remained within expected levels. Our cash receipts for Q3FY16 showed growth, increasing from \$25,000 to \$65,000.

Now turning to our operational highlights in Q3FY16. It has been a busy, exciting and demanding quarter for the Company as we continue to expand our Platform, Telco and Government channels and execute on the deals underway.

Early January was a slow month for new business due to holiday season, but in February we launched Covata Key-as-a-Service (KaaS) alongside Cisco executive Pankaj Srivastava, who travelled



from San Francisco for this high profile event. At an executive lunch of technology, security and finance professionals Pankaj articulated his teams focus on Cisco's newly formed IoT and Service Exchange Platform (SXP) programs, and illustrated how security and Covata will play in this ecosystem. The company has had strong interest in this from around the world and we will keep everyone abreast of this as it develops.

In terms of our progress with Cisco, there have been interruptions to our progress due to unavoidable delays caused by the recent restructure as 20 year veteran CEO John Chambers departed and was replaced by Chuck Robbins in Q1FY16. In Q3FY16 Cisco announced another major restructure instigated by Mr Robbins, which has seen the creation of four new divisions including; "Cloud Services & Platforms," "Security" and "Applications & IoT." Many company executives have been inwardly focused throughout these months and it does take 'until the dust settles' for efforts to get going. Despite these delays, Covata is well positioned to benefit from these major changes. Mr Robbins has been quoted as saying that "security is our customers' number one priority" and that "The Internet of Things is essential to our digitization strategy, and is a key pillar of growth for our future." Covata's data-centric security solutions rest within these two areas and with the restructure complete I am excited about the potential of this partnership this year and beyond. I strongly encourage anyone with an interest in Covata and the Cisco partnership to watch the videos of the event available on our website.

Leading up to the Cisco event in Sydney we filed two new patents pertaining to KaaS. These are covered under the global PCT treaty for 18 months. We have received global media and technology executive recognition for KaaS and believe that it is not only unique, but in demand. The design and architecture is progressing well in our newly opened San Francisco office with Cisco. I am pleased to advise of a new hire, joining from Cisco, where he previously held a title of 'Head of IoT Solutions.' Management believe that this key hire will ensure our engineering and business development remains aligned and highly visible within the Cisco business units we are operating within. This allows us to best position Covata's platform to be part of the solution for as many opportunities as possible across SXP and the wider global Cisco business.

I would now like to provide some detail on the Safe Share side of our business.

With the major release of Safe Share 3.0 at the end of last quarter, our engineering team has progressed the product roadmap to release 3.1 that underpins the proposed release of 4.0 in the second half of this year. As with any piece of technology the support functionality is a vital component of the sale and rollout of a product. Last quarter we refined the service level agreements necessary for large-scale deployments and this quarter we have put in place our global support structure. Q3 saw terms reached with NSC Global to provide support to Covata customers globally. This partnership allows NSC Global to be the support channel for other Telco partners,



their customers, and Cisco. Through NSC Global we have trained support teams in the USA, UK and a 24/7 support office in Cape Town, South Africa, where circa 21 people have been trained on level 2 support for issue resolutions. The result is that Covata has a globally scalable around the clock support capability to enable the company to procure large enterprise size contracts. The benefits of this partnership are numerous and it should be noted that the Company has not had to incur what would have otherwise been substantial ramp-up costs and capital expenditure.

Covata's position within T-Systems has been strengthened with the launch of Safe Share in Switzerland and clear targets and objectives have been tied to the sale of the product across Europe for the 2016 calendar year. Combined with both country's sales teams, Safe Share is exposed to a much larger target market. T-Systems Digital is now targeting the top 100 enterprise customers from the automotive, banking/finance, and insurance verticals, for the sale of Safe Share. The digital team are focused on multi-country licensing deals - structured as both subscription or annual pricing, rolled out as staged deployments. Additionally, the team are vertically aligned to automotive, banking/finance, and insurance. Growth from the T-Systems partnership has been slower than expected, however we remain confident in the T-Systems pipeline throughout Q4 and beyond, due to the aforementioned changes. Highlighting Covata's prominence within T-Systems was a recent quote from Perre Klatt, the Head of T-Systems Switzerland, who noted that Covata along with Huawei were examples of key collaborators that would underpin the launch of their Open TelekomCloud in March.

At the end of March we provided an update to the market on our progress with the signing of new Telcos in AsiaPac and LatAm. Within LatAm reseller negotiations with Caribbean Telco Digicel have been progressing for four months and the reseller agreement is awaiting signature by the regional General Manager. It has been held up due to other internal priorities and, as always, we note there is some risk until signed.

In Asia, it is exciting to welcome Chunghwa as a partner. The official signing ceremony has been delayed into May to allow for senior management from both companies to be in attendance and hold go-to-market discussions. Chunghwa is the largest telecommunications company in Taiwan and services the majority of the country's largest enterprise and government bodies. There are known geo-political and cyber security concerns within Asia and we believe that Chunghwa is an excellent partner to enter the AsiaPac market with.

Lastly within the Telco business is the rollout of Barmer. There have been delays since January 2016 due to issues out of Covata's control. That being said, the good news is, the planning and rollout is underway and will be carried out in a staged deployment in line with the customers desired onboarding schedule. At the tail end of Q3 revenue has been recognised from this deployment and

will continue in coming quarters. What the rollout of Barmer has reminded us is that we do not dictate timeframes to our customers; they largely determine when and how the rollout takes place in large enterprises. Staged deployments are advantageous as they will allow us to manage multiple large scale enterprise deployments at one time, whilst keeping costs and staffing requirements in check.

I will now provide as much detail as possible into the growth I believe is coming from a historically strong sector for Covata - Government. The 15 Australian Government Departments and Agencies using Safe Share have provided us with a compelling case study to underpin our efforts in the UK Government, utilising the G-Cloud platform.

There are two ways in which we are interacting with UK Government Departments and Agencies: direct and through partnerships with parties tendering for large government contracts (Prime Tenderers or Primes). The company is dealing directly at various levels, up to CIO, in a number of UK Government departments. Broadly these cover law enforcement, justice, healthcare and foreign affairs. Safe Share stands out, firstly because of its security platform, and secondly because of our deep DoD and government heritage in Australia. Accordingly, we are in advanced discussions with a number of top tier Departments and Agencies.

The second approach sees Covata partner with Primes who are implementing large-scale deployments, which often involve multiple products and vendors. We advised the market of one specific instance where Safe Share has been named in a Prime bid for secure file sharing. As of this date the Company cannot name the Prime, but we do wish to advise of the progress as much as possible. There are multiple stages to the contract and the Prime has, since announcement, largely advanced through Stage 1.

- Stage 1 refers to the takeover of “as is” status which requires the transfer of a substantial number of employees and the take-over of existing IT infrastructure.
- Over the coming months the contract progresses to Stage 2; known as “future state.” It is here that contracts around partner vendors and specifics around customer requirements are finalized. Technologies like ours are what enable the Prime to deliver a successful IT rollout for the 10-year contract. It should be noted that they are less than three months into a 10-year engagement. In other words, 3% of the way through the life of the contract, and this opportunity, whilst having the potential to be significant for the Company, will take more than one quarter to close.

We intend to continue to build and strengthen the quality of relationships across the UK Government to put Covata in the strongest possible position for success within the UK Government. Pipeline progress is at varying levels of maturity (from early stage through to advanced) and the



Company will normally only make an announcement where definitive and final arrangements are reached. We operate within a highly competitive space and we are conscious and respectful that in the government and Defence sector, confidentiality is expected of a Company of our nature.

Over the course of Q2 and Q3 we have necessarily evolved our licensing model in response to customer requests.

We anticipate that as the Company advances and matures, the way in which we explain and measure the business will similarly evolve. The Software as a Service (SaaS) subscription model fits the procurement and business objectives of some companies. This is often the case where a company starts with a business unit or a group of users and the uptake of users increases throughout the organisation over time. For other organisation's, they are looking at a more holistic security solution across large parts, or the whole of the organisation. This became apparent after the Barmer deal by way of enquires from large enterprises as well as new leads entering the pipeline from UK Government.

In many cases they are demanding pricing for an "enterprise-wide" license to cover all the users for a fixed price over a period of time; often three years or more and on infrastructure of their choice. This hybrid approach to software licensing and delivery does not change managements top line revenue goals and targets, however the illustration of a subscription Telco model has been supplemented from Q3 onwards with a hybrid model. The drivers for adopting this are compelling; the UK government business, which is less than six months old, now has a pipeline representing over 250,000 employees. The majority of these opportunities are likely to be enterprise license sales.

Furthermore within the UK Government, I am pleased to have announced today the signing of a Heads of Agreement with a large UK Government department. We believe that this will accelerate results in the government channel.

In summary of Q3 sales progress, I can say that the Company is focused on deal execution above and beyond anything else. The close of each quarter comes around quickly but we have made very big gains:

1. The Prime/UK government project in healthcare and communities
2. Two new Telco's named and expected to sign; and thus delivering on Asia and Latam
3. Signed Heads of Agreement based on Q3 efforts with major UK Government Agency
4. Global operating team and support model now underway
5. Direct sales opportunities to large European enterprises evolving quickly



6. New 2016 sales targets, the activation of T-Systems Switzerland and executive level focus should deliver T Systems growth on track in Q4 onwards

Lastly I would like to conclude this business update with a discussion on the extensive marketing and branding efforts undertaken this quarter to raise Covata's profile within key markets. In Europe, alongside our partner T-Systems, we exhibited at CeBIT Hannover where we were visibly represented with signs and logo placement, as well as by having key Covata personnel on the ground and involved in customer meetings and with T-Systems executives. It was a privilege to be invited by T-Systems as only a select group of partners were in attendance.

The major event we participated in during Q3FY16 was RSA – the world's largest security conference held annually in San Francisco and the first year Covata had a booth and branded presence. Our staff engaged over 1,000 people from across the security, technology and finance industries – including some current shareholders. We received significant brand recognition, saw traffic to our website increase substantially, had several RFP requests and used our time in San Francisco to meet with institutional investors interested in the cyber security space. Our presence at RSA also coincided with the launch of our San Francisco office where we have both Covata and Cisco staff collaborating and advancing KaaS. Overall I believe our "launch" in San Francisco was not only timely, but also a success that will pay dividends to our shareholders in the years to come. We have patents, certifications and partners like Cisco that will help ensure we rise above others in the Cyber Security landscape.

To my fellow shareholders, thank you for your continued confidence and support. I look forward to updating everyone on our future progress. Please find the supporting slides below.

Regards,

Trent Telford

Covata Founder and CEO

# Covata

## Q3 FY16 Business Update

### Support Material

April 29 2016



# Q3FY16 Operational Highlights

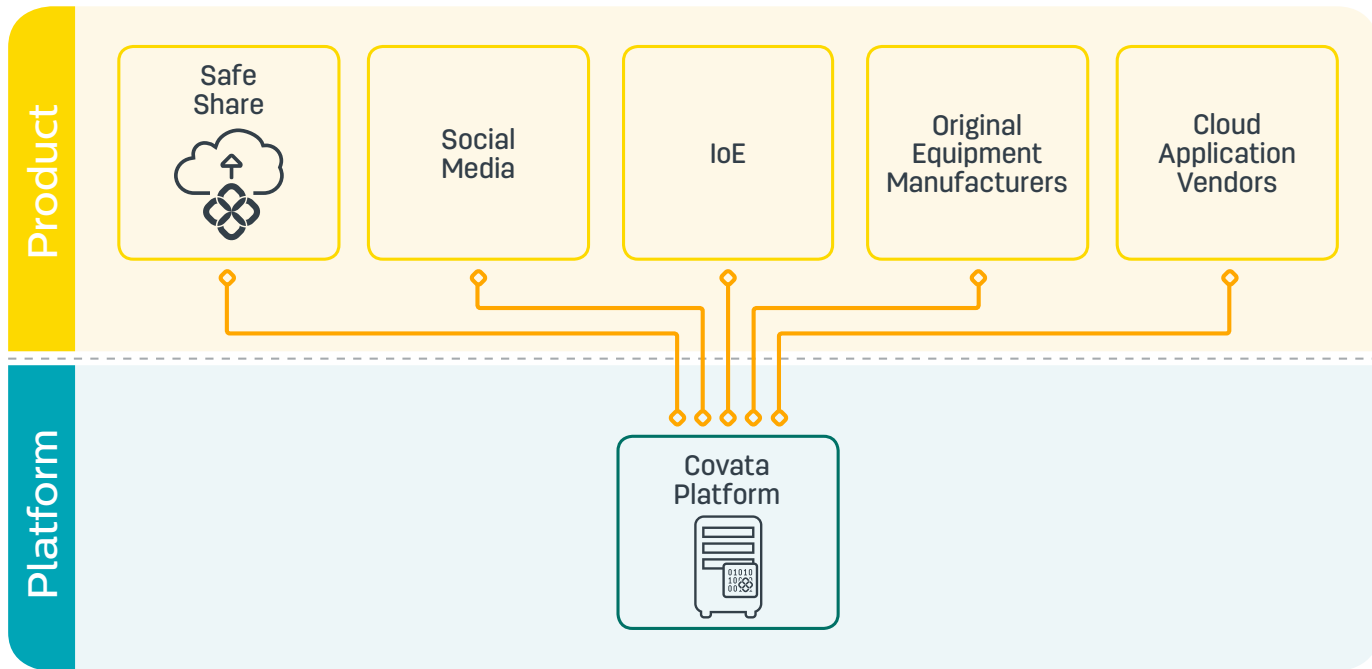
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- The Company held \$7.7 million cash at the 31 March 2016.
- Cash receipts increased from \$25,000 (Q2FY16) to \$65,000.
- Added to All Ordinaries Index on March 18, 2016.
- Launched the new 'Key-as-a-Service' (KaaS) offering with tech giant Cisco on February 3<sup>rd</sup>.
- Made key hires in the San Francisco office to support KaaS development and Cisco pipeline.
- Started deployment of Safe Share, Covata's highly secure file-sharing solution, to protect sensitive data for German health insurance company, Barmer GEK.
- Safe Share business model evolving into a hybrid licensing model of annual enterprise deals combined with monthly subscriptions.
- Advanced direct sales negotiations with a Primer Tenderer and several Government Departments and Agencies within the UK.
- Enterprise traction achieved in existing and new European markets including Norway, France and Switzerland.
- Awaiting signatures in LatAm and AsiaPac for two new Telco's.
- Exhibited at RSA Conference 2016, the world's largest global cyber security event.
- Named 'Cutting Edge Managed File Transfer Solution' in the 4th Annual 2016 Cyber Defense Magazine InfoSec Awards.
- Engaged international IR specialists MZ Group ("MZ") to lead a strategic investor relations and financial communications program in North America.
- Presented at the 2016 Source Capital Disruptive Growth Conference and the ASX Spotlight Conference both in NYC.



# The Value of the Covata Platform

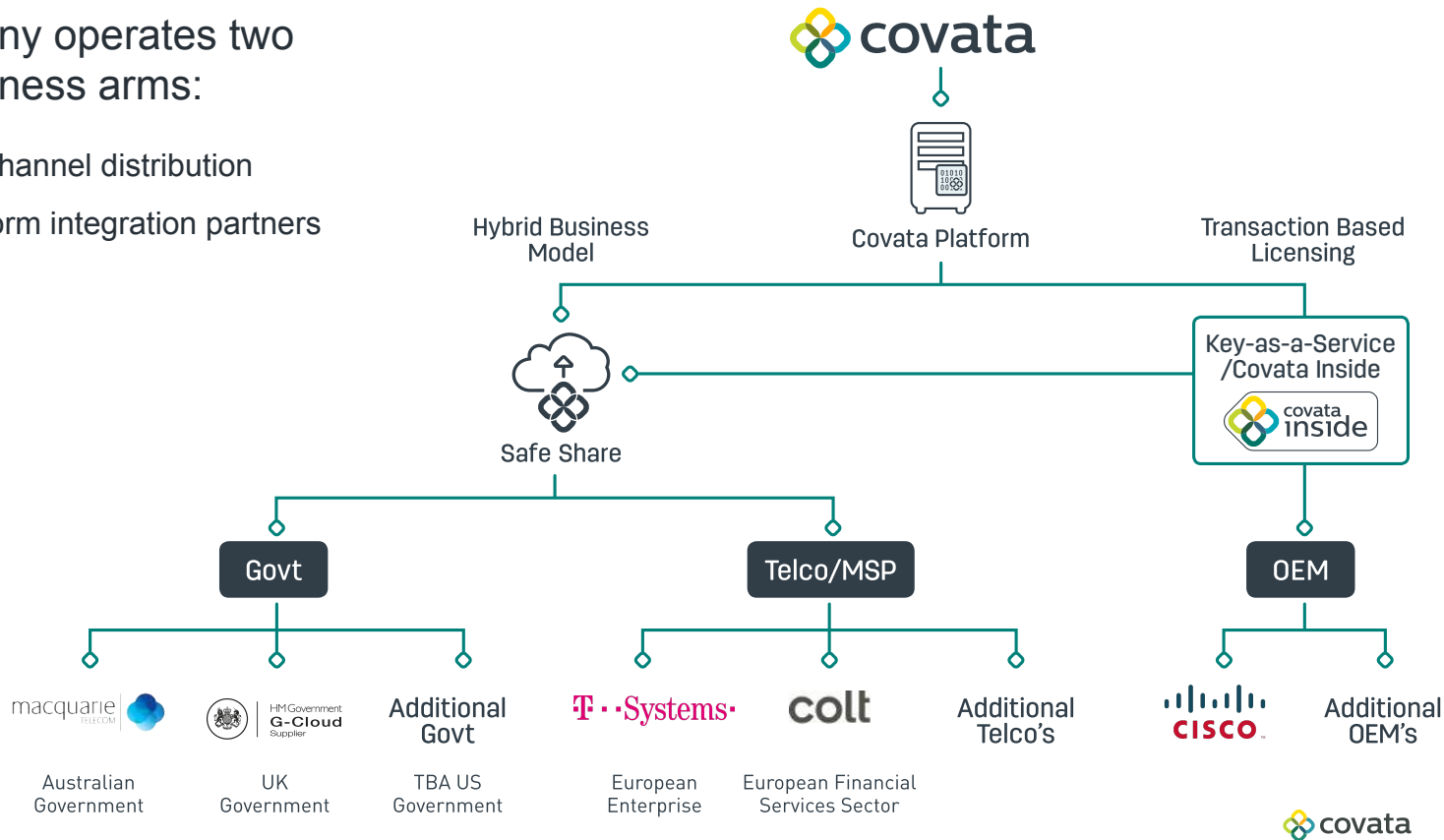
The Covata Platform has the ability to underpin multiple products to bring a data security element to a number of industries and types of companies.



# Covata's Global Business Structure

The Company operates two distinct business arms:

- Safe Share channel distribution
- Covata Platform integration partners



# Safe Share



# Safe Share Engineering Update

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Within Q3 FY16 Covata released 3.1 which added additional features to the major 3.0 product release. These features were developed in line with requests from current and pipeline customers.

## Features of the Safe Share 3.1 release

**Collaborator forwarding:** Allows users who have had content shared with them to on-share that content with other users subject to the permission being granted by the owner/manager of the file.

**Multiple file download:** The Safe Share Web Application now allows users to download multiple files. Selected items are automatically zipped and downloaded to the chosen download location.

**Static web application assets:** Provides a faster and more consistent experience for end users on all web browsers.

**4.0 is scheduled for release in the second half of this year and it will include a host of new and improved features.**

# Safe Share Global Support

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Last quarter the Covata team focused on the Target Operating Model and Service Level Agreements.

This quarter we reached terms with NSC Global to enable them to provide support to not only customers they bring to the table but also Covata globally. This partnership enables NSC Global to be the support channel for other Telco partners, their customers, and Cisco.

Alongside NSC Global we have trained support teams in the USA, UK and a 24/7 support office in Cape Town, South Africa, where circa 21 people have been trained on level 2 support for issues resolutions. This means Covata has global, scalable and around the clock support capabilities, enabling us to sign large multi-national contracts.

# Telco Channel



# Covata Partners

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Covata targets Telco partners in Europe, LatAm and Asia with strong enterprise customer bases and is selling Safe Share. We currently have Macquarie Telecom, Colt and T-Systems.

## Pending Partnerships:



The Company has previously stated objectives of having a Telco partner in both AsiaPac and LATAM. Chunghwa and Digicel have been actively engaged for all of Q3 and the signing of both contracts are impending.

- Chunghwa is the largest telecommunications provider in Taiwan with annual revenues of circa US \$7Billion. The contract signing is set for the 9<sup>th</sup> of May in Taiwan\*.
- Digicel is a privately owned Telco operating in 33 markets across the Caribbean, Central America and Oceania regions. The contract has reached the point of signing with the regional Managing Director, yet has been delayed due to internal priorities\*.

Both of these partners have identified government as a key target customer as well as banking, finance and insurance.

\* There is always a level of risk until a contract is executed

# Covata Safe Share has Launched in T-Systems Switzerland as a Principle Product

“Industry-wide collaborations, like with Covata or Huawei, employed here in Switzerland, is why we expect with great pleasure the launch of the Open TelekomCloud March 2016.”

Perre Klatt

Head of Deutsche Telekom subsidiary T-Systems Switzerland  
Inside-Channels.ch

25 February, 2016



# Telco and MSP Business Model

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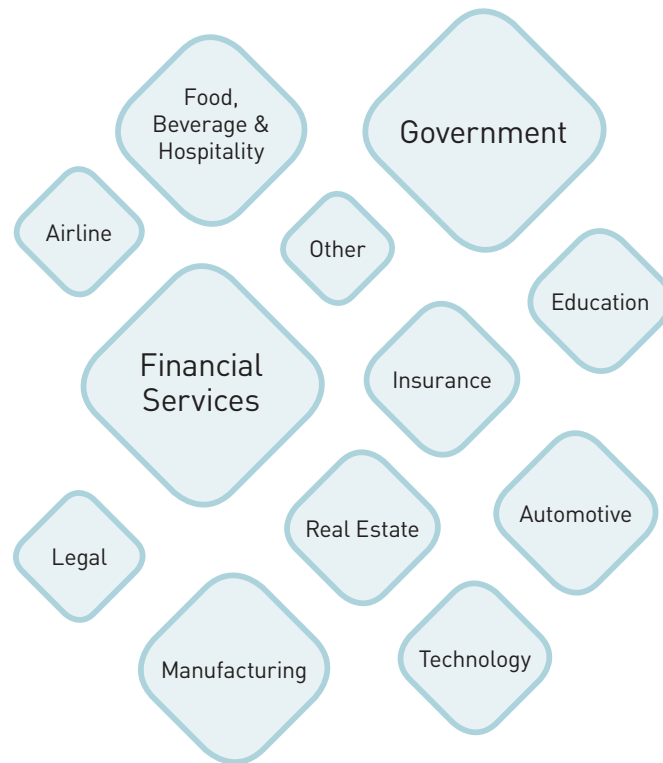
**BARMER GEK**

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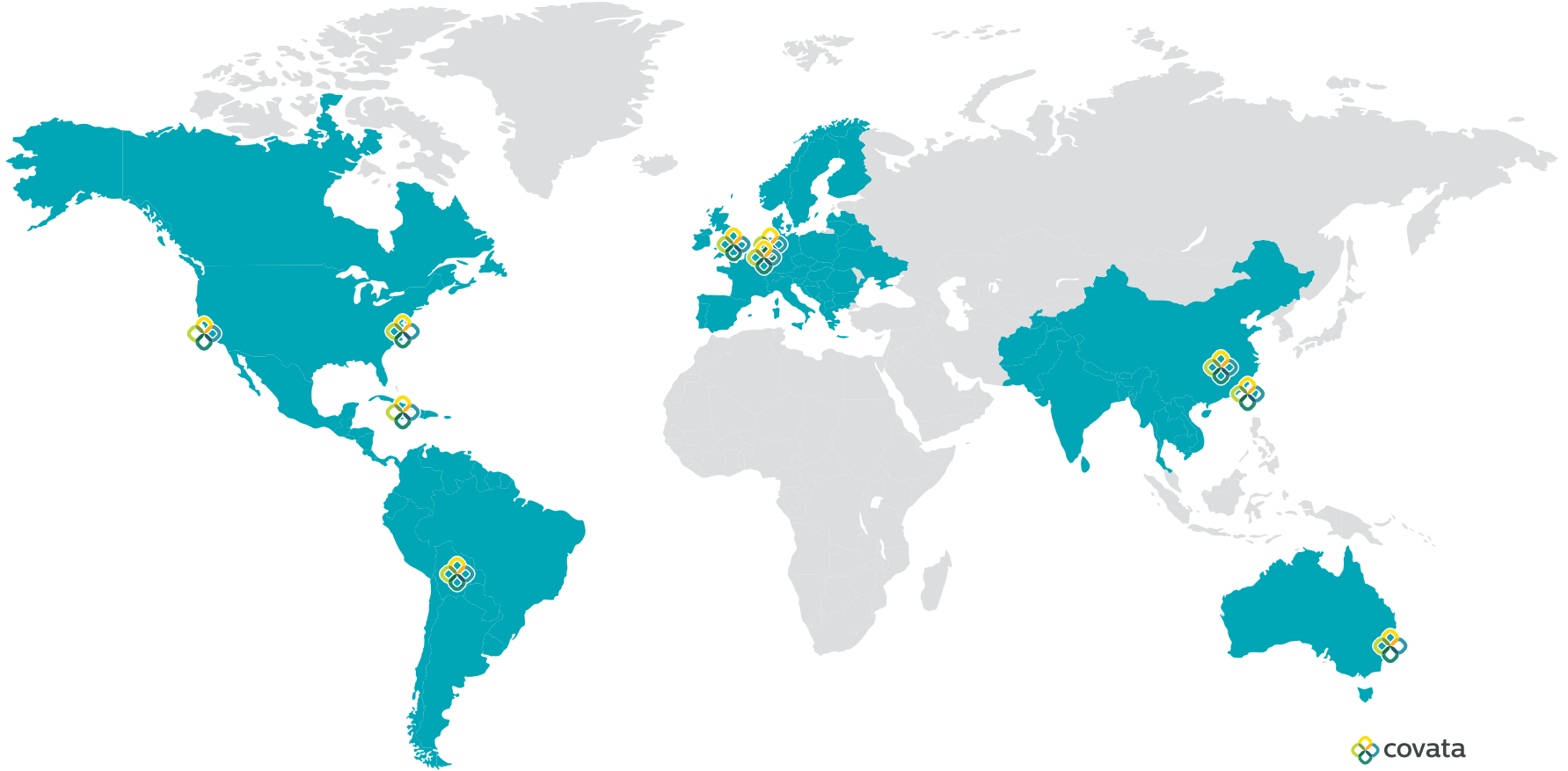
Sydney – 23 December 2015

- Rollout as part of a larger IT solutions project.
- Initial deployment of Safe Share did not begin until late March due to T-Systems readiness of infrastructure.
- Training complete and rollout now underway.
- Revenue started to be recognised in Q3FY16 and will continue for the life of the contract.
- A number of European insurance companies approached Covata post the announcement of Barmer GEK and these have been qualified.



# Covata Delivering in Targeted Regions

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# Government



# Australian Government: A Global Case Study

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Covata currently has, through Telco Partner Macquarie Telecom, 15 Government Departments and Agencies using Safe Share, with 1 additional Department in trial.

## Use Cases:

- Facilitate the transfer of very large files both inside departments and between agencies.
- Provide a secure channel to share data externally. In some cases this is with a large number of external users, for example one department has 36 originators but they share sensitive data with 770 external users.
- Allows users to set up a shared space that acts as a secure data room to store sensitive materials.
- Using our APIs, two departments have been able to automate the secure sharing of data between themselves. Any file that is dropped in a defined folder is automatically shared allowing for regular reports to be easily and securely distributed.

# UK Government: What is G-Cloud?

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The UK Government G-Cloud is an initiative targeted at easing procurement by public-sector bodies in departments of the United Kingdom Government of commodity information technology services that use cloud computing.

G-Cloud consists of:

- A series of framework agreements with suppliers, from which public sector organisations can call off services without needing to run a full tender or competition procurement process.
- An online store – the “Digital Marketplace” (previously “CloudStore”) that allows public sector bodies to search for services that are covered by the G-Cloud frameworks.
- Covata is currently on G-Cloud 7 and will seek to increase Safe Shares importance in G-Cloud 8, launching August 2016.



Covata on G-Cloud Available here:

<https://www.digitalmarketplace.service.gov.uk/g-cloud/services/7427475545690211>

# Covata on the G-Cloud



Digital Marketplace

[Log in](#) [Create supplier account](#)

[Digital Marketplace](#) > [Cloud technology and support](#) > [Software as a Service](#)

Covata UK Limited

## Covata Safe Share Gov +

Covata Safe Share can operate as a true 'Official Sensitive' file sharing and collaboration service that is easy to use and safely enables business collaboration, efficiency and effectiveness. It securely supports the work of diverse collaboration eco-systems, including third party users operating over non-secure networks and end user mobile devices.

### Features

- FIPS 140-2 certified, true 'Official-Sensitive' security
- Cloud-based large file (up to 1TB) sharing, with life revocation
- Native applications for pc, mac and mobile devices
- Minimum 1Gb data storage per user
- Files are encrypted at rest on all devices
- Real time file access enabling quick and secure collaboration
- Rapidly configurable with LDAP and SAML and open standards integration
- Rich administrator features and management dashboard
- Full audit features including logging and reporting
- ITIL based service management

### £6 to £8 per user per month

Excluding VAT

Minimum contract period: Year

Trial option available

 [Pricing](#)

 [SFIA rate card](#)

 [Service definition](#)

 [Terms and conditions](#)

#### Framework

[G-Cloud 7](#)

#### Service ID

7427 4755 4569 0211

#### Contact

# G-Cloud Sales Models

## **Direct**

Covata plans to sell directly to UK Government Departments and Agencies as it is an approved vendor on G-Cloud.

Covata has a full time executive with more than 15 years industry experience and has partnered with a team of former ex-government senior executives, focused on direct sales into the UK Government.

## **UK Government Channel Partners**

Covata plans to partner with multi-national IT Primes to be the secure file sharing solution included in multi-year, multi-vendor tenders.

A Prime refers to a party tendering for large government contracts.

# UK Government Highlights: Direct

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Covata is in advanced stages of negotiations with a number of tier-one Government Departments and Agencies.

To accelerate and scale the Company's expansion into the UK Public Sector, a **Heads of Agreement was signed on the 28<sup>th</sup> of April by the Covata CEO and the Managing Director of a Government Department** charged with protecting British interests around the world. This agreement is intended to not only enable this Department of Her Majesty's Government to be a user of Safe Share, but also on-sell the product into other Government Departments and Agencies.

This Heads of Agreement, signed in Q4FY16 but worked on throughout Q3FY16 is intended to achieve the following;

- Establish a discovery/alpha project by mid May to promote Safe Share as an “OFFICIAL – SENSITIVE” secure file sharing SaaS application to prospective clients.
- Develop a commercial arrangement by the end of June, that will augment Covata's forthcoming G Cloud 8 extensions (launching August 1).
- Assuming a commercial arrangement is achieved, the agreement will have an Initial Term of one year and will automatically renew in one year increments unless the agreement is mutually terminated.
- Due to commercial and competitive influences the name of the Government Department will be made public once the agreement is finalised in June.



# UK Government Highlights: Channel Partner

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Covata is in negotiations with a multi-national Defence Prime awarded a UK government tender, announced on February 29. Covata was a named solution in the successful bid and will support the Prime as it advances through the process.

The Prime is three months into a multi-phased, multi-year deal;

## **Phase 1:**

This phase is the takeover of 'as is' status, which includes the transfer of full time government employees into the Prime's workforce and the takeover of the IT infrastructure.

## **Phase 2:**

Over the next three months the Prime will determine, for the customer, what is known as 'future state'. This is where the solution architecture and supporting vendors will be commercially engaged. From here the 'future state' software and infrastructure required by the Government customer and its stakeholders will begin implementation.

NB: These contract negotiations remain under strict NDA

# Safe Share Hybrid Sales Approach



“Market demands are changing our business model. Data security in 2016 and 2017 is an enterprise wide issue, requiring enterprise wide solutions. Safe Share is on point for this. Data security is a C Suite concern and this means the licensing needs to be flexible to meet the demands of CISOs. This means our business model is becoming a hybrid of direct Government & Enterprise and the Telco channel model.”

Trent Telford,  
CEO Covata

# Transition from Subscription (only) Model to a Hybrid Model

## Management Targets Remain Unchanged

At the end of Q2FY16, with our acceptance onto G Cloud and the contract win with Barmer GEK, we are increasingly responding to demands for enterprise licensing.

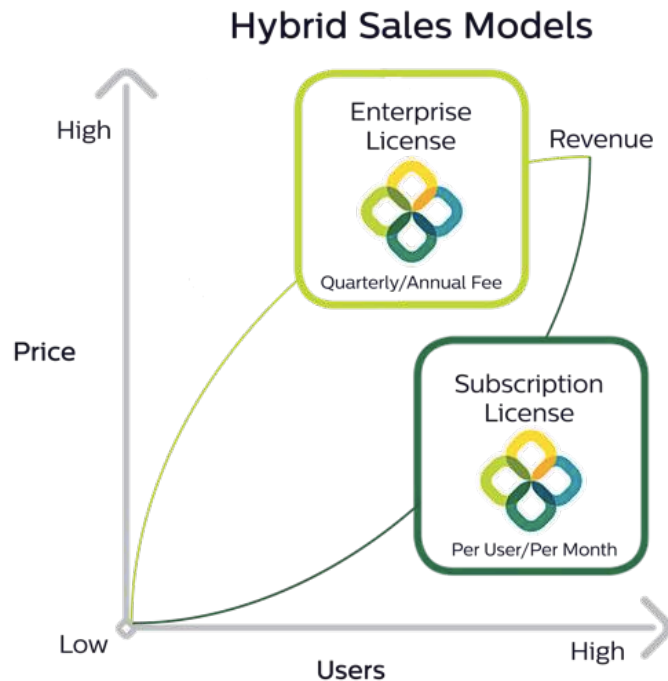
The Software as a Service subscription model fits the procurement and business objectives of some companies. This is often the case where a Company starts with a business unit or a group of users and the uptake of users increases throughout the organisation over time. For other organisations they are looking at a more holistic security solution across large parts, or the whole of the organisation. In these cases they are demanding pricing for an “enterprise wide” license to cover all the users for a fixed price and over a period of time, typically three years or more.

This hybrid approach to software licensing does not change managements top line revenue goals and targets, however the illustration of a subscription Telco model has been replaced with a hybrid business model.

For example the government business in the UK, which is less than six months old, now has a pipeline of more than seven departments representing over 250,000 employees where enterprise licenses are under various stages of the sales process.

The announcement of the Heads of Agreement, signed with the large UK Government Federal Office, validates our approach.

We will, where we can, report the enterprise license value of the deals signed, in addition to Telco user growth. Nonetheless, this will be reflected in cash receipts and revenue recognition in future quarters.



# UK Government Pipeline

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In the 5 months since the G Cloud launch, we have a pipeline of over 250,000 employees across various UK Government Departments and Agencies. This is a new customer base for Safe Share through a mostly direct approach, with evolving partnerships with Prime Tenderers and a strong support network of ex UK Government senior executives.

Historically Government has been seen as a slow and costly channel however “worth it in the end” due to the high value, long term entrenched contracts.

This channel has the potential to deliver substantial returns in the near to mid term.

# Covata Platform & KaaS





## Security remains a key inhibitor to IOT Adoption for Customers

- 49% state that Security is among their top application challenges
- 78% of IT security staff lack visibility & management to secure IoT devices

## Involved by Connected

• Trial DMZ  
• Remote Access  
• In T

## Security:

• Identity Services  
• Convenience Port and  
• Wireless Device Detection

• Network Ad  
• Machine Bu

## Operational Challenges

- No stan
- IACS ap
- Enterpr
- The con
- for ever
- Newly a
- trusted.
- Remote
- limited
- New
- due

## Covata and Cisco: The Future of IoE and Security

*Pankaj Srivastava, VP at Cisco Systems  
Sydney, February 3rd, 2016*

# Summary of Cisco Partnership

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- San Francisco Office open and hiring underway.
- Delay in progress caused by two transitions within Cisco's business and operations. The first transition last year was the departure of long standing CEO John Chambers and the second transition saw the creation of four new business arms this year. Both these changes caused significant internal restructuring thus slowing down progress. Despite the delays, Covata is well placed to benefit from these major changes.
- Safe Share used as Cisco's white labeled file sharing solution on their SXP platform. The product was used in a trial between Cisco SXP and FoxConn.
- Covata CEO Trent Telford and Cisco VP Pankaj Srivastava are aligned in their vision for the future of IoT and Security, as was demonstrated by the successful event held in Sydney on February 4<sup>th</sup>. At this event Pankaj highlighted:
  - Cisco believes IoT is a multi trillion dollar opportunity
  - Security is a primary concern for their customers
  - Covata is an important component of their security and content management strategy
- We have made a key hire from within Cisco to drive our Business Development to ensure it remains aligned and highly visible within the business units we are partnering with. This allows us to ensure Covata's platform is part of the solution for as many opportunities as possible across SXP and the wider global Cisco business.



# Safety and Security are Top Concerns within IoE

"It is now almost universally recognised that traditional data security technologies such as PKI and VPNs will not scale and is unmanageable with billions of new devices being connected to the Internet. Covata's platform and underlying patented "Secure Objects" has the potential to change the way we transfer data in an interconnected world." Trent Telford, Covata Founder and CEO



# Cisco SXP Remains Focused on Core Verticals

				
Supply Chain	Manufacturing	Field Service	Customer Experience	Workflow Automation
Supplier, Customer, OEM Ecosystem Services	Secure IP Management	Distributed, Multisystem IOT Service	Distributed Experience for Auto, Retail, Entertainment	Secure, Straight-thru Business Processing
Auto & Retail Supplier Clouds	OT Secure IP Control & Access Management	Medical Device Service Clouds	Connected Vehicle & Telematics Clouds	Multi-Carrier Insurance Exchanges

# Global Brand Awareness



# RSA Conference 2016

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At RSA, the world's largest security conference held in San Francisco, Covata staff talked to well over 1,000 attendees from across the security, technology and finance industries and branded charging stations garnered strong brand recognition.

# CeBIT Hannover 2016 and Cisco Connect



Covata's elevated position with our global partners has seen the Company invited to participate in a number of conferences across Europe.



**Safe Share**, a product to help solve  
the immediate threat of data breaches.



The **Covata Platform**, the data security solution to  
underpin an interconnected world.

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