

**PRESS RELEASE**  
**For Immediate Release**

**ADHERSIS, FRENCH LEADER IN COMPUTER BACKUP SECURITY,  
ARRIVES IN CANADA**

**A \$30-million Investment and 220 New Jobs**

**MONTREAL, QUEBEC (Canada)---** AdherSIS, specializing in encrypted and 192-bit packed data safety, joins the numerous French high technology firms that are expanding in North America and opens its doors in Canada. **AdherSIS North America**, also targeting the American market, will open offices in six major Canadian cities: **Montréal, Toronto, Calgary, Vancouver, Halifax, and Québec City**, the latter being where its headquarters will be located. The arrival of AdherSIS in Canada represents an initial investment of **\$30 million** over the first three years, of which **\$16.4 million** will be invested in **Quebec**. In addition, 220 new direct and indirect jobs will be created, half of which will be offered in Quebec.

**“Our company has experienced rapid growth in Europe over the last few years, and our expansion in North America is part of our international development strategy,”** explains Frédéric Bénédite, CEO and founder of AdherSIS, in which the BNP [Banque Nationale de Paris] holds a 6% participation. **“Before venturing in the vast American market, we have decided to first expand to Canada, in this instance in the province of Quebec, where we are confident in finding the specialized expertise and human resources that we need,”** continues Bénédite. He added that the fiscal advantages presented to foreign investors within the framework of diverse governmental programs, especially for innovative projects in the information technology field, was a significant factor in the decision to first concentrate on Quebec.

**AdherSIS North America** will create a total of **220 new jobs** in Canada, of which 120 will be direct and 100 indirect, such as computer specialists, engineers, technicians, consultants, etc. Half of them, including 60 direct and 40 indirect jobs, will be created in Quebec. **“With two offices, Quebec will benefit from a \$16.4 million investment, more than half of the predicted initial investment for all of Canada over the next three years,”** emphasizes Pascal Fournier, President of AdherSIS North America. “This amount covers office installation costs, operating expenses, and a minimum of \$1 million in research and development,” he specified.

AdherSIS, a private company founded in France in 1995, has its headquarters near Orléans, with offices in Paris, Vitrolles, and Toulouse. The company has 120 employees, including a team of 15 engineers who concentrate on research and development. Since its inception, it has been a partner of **Sun Microsystems**, the world leader in Unix-based information systems and has been specializing in the sale of hardware, consulting, training and maintenance. AdherSIS has developed its own information security concept. Aware of the new potential dangers which threaten computer networks, such as theft, fire, fraud, pirating, or viruses, the company has created a new **remote saving method for encrypted**, as well as, **and 192-bit packed electronic data**.

The **AdherSIS concept** is based on a software package including **data packing**, encrypting and **telecommunication** functions. Known as **Backupia**, the remote data saving solution includes a client software, which is installed on all computers, and a router, which allows data to be sent over the Internet or specialized lines after defining the list of relevant files as well as the backup frequency. Before, the software compacts and encrypts the data on **192 bits**, through a key known only to the client, greatly surpassing the industry average of 128 bits. The transfer goes to the AdherSIS backup center, which is duplicated at a *mirror* center set up in a secure *bunker* in a secret location.

The two sites are equipped with two series of **high performance hard disks (SCSI) on Sun Microsystems or Intel servers**. Since the key is not transported with the data, no-one can use the copy of the data, and the data restitution remains exclusive to the client. The data is stored in the backup centers, based on a complete data copy of the business, also called master copy. Modifications made to this data – and only modifications – are automatically transferred there each day, allowing the information to be available at all times. The gathering of data takes place online, and directly at the original workstation. Large corporations can install the backup center on one of their sites. **The AdherSIS concept is integrated in a SAN (Storage Area Network) architecture and in standard systems such as Windows 95, Windows 98, Windows NT/2000, UNIX, Solaris, and Macintosh (December, 2000)**. It can be adapted to all types of businesses and industries, whether they be small, medium, or large.

Contrary to current protection systems, where human intervention, illegible supports, cleartext data storage, and saving via a system of magnetic tapes can create risks and flaws, the AdherSIS concept relates security with simplicity. **Features such as automatic saving and systematic external storage, as well as the possibility of selecting sensitive files to save, allow for 192-bit data encrypting, rapid data retrieval and minimal investment, which is provided as a service. This has now become the ideal protection system: Indeed, it is a trustworthy information insurance system for companies.**

Originally developed for small and medium-sized businesses, the AdherSIS concept quickly attracted the interest of companies such as **France Telecom** and **Zurich Assurance**, which has equipped its 400 branches with the system. In addition to multinational and large businesses such as **Xerox, AT&T, Michelin, Renault, Lyonnaise des eaux, Elf (oil), AXA (insurance), Deutsche Bank, and the French Ministry of Defense**, which all use the secured telesaving solution, AdherSIS includes more than **350 small and medium-sized businesses, and small and medium sized industries** that save their critical data daily in its centers.

**“Besides, the secured telesaving concept will also apply, in the near future, to users of mobility tools such as cellular phones and hand-held computers, as these are extremely vulnerable to the risk of data loss, as well as, physical loss,”** emphasizes Frédéric Bénédite. To address the needs of wireless information system users, AdherSIS has also developed a similar solution, adapted to a smaller volume of data and to Internet-based data transfer (with a modem). **“Individuals and small business can save their data in an AdherSIS-owned ‘host center’ with a simple Internet connection,”** adds Pascal Fournier. **“In the event of data loss or hardware replacement, the user can retrieve his data from anywhere in the world, at any time, and thus become rapidly operational again.”**

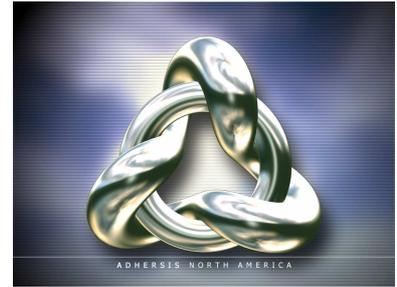
With its new concept, AdherSIS has rapidly become known in the data security market as a BSP (Backup Service Provider). Now considered a leader in **secured telesaving and data hosting**, the “Brink’s of the computer business” has experienced a tremendous growth in volume. In five years only, its annual volume went up from less than \$1.9 million (7,431,750 French francs) to more than \$36 million (147,000,000 French francs). In addition, AdherSIS is in the process of setting up 16 agencies in France as well as across the European Union, especially in Holland and in Italy, and will be listed in the stock exchange before the end of the year 2000.

“We are establishing ourselves in Quebec with the intent to offer our expertise in data saving to all types of businesses, as well as to provide them with the strategic and technological know-how involved in the implementation of a global data safety policy. After opening its head office in Québec in October, AdherSIS North America will set up offices in Montreal and other Canadian cities.

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**FOR MORE INFORMATION OR INTERVIEW REQUESTS,  
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**ADHERSIS, THE “BRINK’S OF THE COMPUTER BUSINESS”,  
BRINGS A NEW DATA SAVING CONCEPT**

**MONTREAL, QUEBEC (Canada)**--- The French multinational company **AdherSIS**, a European leader in information security, arrives in Quebec to offer its new concept of **secured 192-bit encrypted and packed electronic data saving** to all types of businesses. In the process of being ISO 9001 certified, the new AdherSIS concept was labelled in 1999 by ANVAR (The French Innovation Agency) and is the first to be accredited by the Central Information Systems Security Department (SCSSI: Service central de la sécurité des services d’information) of the French Ministry of Defense.

**“Developed with 192-bit data packing and encrypting technologies, the AdherSIS concept allows electronic data to be saved on a remote, secured site and to be fully retrieved at any time,”** explains Pascal Fournier, President of AdherSIS North America, which is AdherSIS’s branch in North America. “The implementation of this procedure, called *logging*, insures protection, integrity and availability of the saved data.”

Named **Backupia**, AdherSIS’s telesaving solution consists of a software installed on all computer workstations of a business. The software initializes the saving process, encrypts the files to be saved with an encrypting key, selects the files to be saved and determines the backup frequency. The rest of the saving operation is **completely automatic**, and the process begins **each day at the same time**. The files which have been modified are analyzed, processed, **compacted, and encrypted** in triple DES (Data Encryption Standard) on **192 bits**, while the industry average is only 128 bits. The compaction and encryption of the data are completed before their transmission, thus reducing transfer time to a minimum and ensuring confidentiality, since the data cannot be read. A router then allows the data to be sent. **The files are transferred to the AdherSIS backup center**, where the six latest versions of modifications are kept (the two most recent remain on a magnetic disk, while the oldest are sent to a magneto-optical disk), making the data available at all times. Duplicated in a mirror center installed in a secured, secret bunker, the backup center analyzes the transactions and detects potential problems. Each site is equipped with two series of **high performance hard drives on Sun Microsystems or Intel servers**. If necessary, clients can retrieve their files, decrypt them and make a new copy on the original hardware with the reconstitution of the directory hard drive. The AdherSIS concept is integrated in a SAN (Storage Area Network) architecture. It is compatible with standard operating systems such as Windows 95, Windows 98, Windows NT/2000, UNIX, Solaris, or Mac (December 2000).

While constituting a business with true electronic data insurance, it offers a remote protection from theft, fire, viruses, fraud, and pirating. The AdherSIS concept differs in many ways from **current traditional protection systems and their many flaws**. For various reasons, these traditional systems do not protect some companies' information capital efficiently nor adequately: **human manipulation** (with risks of forgetting things or handling data the wrong way), **cleartext saving on magnetic tapes**, which does not guarantee confidentiality of data nor their full retrieval because of the vulnerability of the support, and **storage of safeguard on the same site as the data**, which can cause the simultaneous destruction of both the original data and their backup copies. In addition to these major problems, managing these systems is fairly complex and involves important resources, both financial and human.

**“It is in response to these flaws and to meet the expectations of companies regarding the management and protection of increasingly larger volumes of data, that AdherSIS has designed its new concept**, based on **automatic saving**, which eliminates human errors and saves resources, **encrypting data storage and transfer**, insuring complete confidentiality, **data storage on a remote site**, avoiding simultaneous deterioration of original data and their backups, as well as **online data retrieval**, which allow a rapid resuming of activities, thus minimizing operating losses.

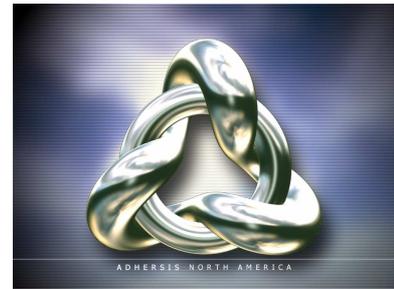
Positioned as a BSP (Backup Service Provider) leader, AdherSIS currently ranks 3<sup>rd</sup> among Sun France VARs, with its global coverage of the marketplace. Its concept can be adapted to the needs of any type of business or industry. It even serves large firms with a vast computer population, as well as individual users of wireless communication devices such as cellular phones or hand-held computers. Its clientele comprise some 350 small and medium-sized industries, as well as, several multinational and large business in various economic sectors: **Xerox, AT&T, Michelin, Renault, Lyonnaise des Eaux**, oil companies **Elf and Total, AXA (insurance), Zurich Assurance, Deutsche Bank, France Telecom**, and the **French Ministry of Defense**, among others.

The intensive use of computers exposes companies to an increasingly delicate reality. The value of their data increases, with potentially devastating consequences if they are lost. Securing information capital is the mission of the “Brink’s of the computer business”. AdherSIS’s new concept of data saving is currently available in Canada.

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## **ADHERSIS NORTH AMERICA PROFILE**

AdherSIS, specializing in encrypted and 192-bit packed data safety, arrives in Canada. AdherSIS North America will open offices in six major Canadian cities: Montréal, Toronto, Calgary, Vancouver, Halifax, and Québec City, the latter being where its headquarters is located. These new operations are part of the company's international development strategy – BNP [Banque Nationale de Paris], CCF [Credit Commercial de France], AGF [Assurances Generales de France], AGIP – and the arrival of AdherSIS in Canada represents their willing to offer an appropriate offer for the north american market.

Incorporated company founded in Canada in 2000, AdherSIS North America has its headquarters at the CDTi ( Informations Technologies Development Center ) of Quebec and will soon set up 6 offices in Canada. Since its inception, it has been a partner of Sun Microsystems, the world leader in Unix-based information systems, and has developed its own information security concept: a new remote saving method for encrypted and 192-bit packed electronic data. Fully automated, the process enables the modified files to be transferred to a backup center, which is duplicated at a mirror center. The two sites are equipped with two series of high performance Backup centers on Sun Microsystems or Intel servers. The gathering of data takes place online, directly at the original workstation, and only upon the client's request.

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