



**For More Information**

Janet Yarbrough  
AegisUSA, Inc.  
303-589-5435  
janet.yarbrough@aegisusa.net

**The Root Group Renews as an AegisIAM Appliance Reseller, Also Signs on to Resell TridentHE**

*Open Standards-Based TridentHE Lowers Institutions Risk, Support Costs & Total Cost of Ownership*

**Greenwood Village, CO — November 9, 2010** — AegisUSA today announced that The Root Group, a Boulder, Colorado-based IT infrastructure company, has renewed its partnership as an authorized AegisUSA Reseller. The Root Group, the first AegisUSA Partner dedicated to reselling Aegis Identity Appliances, is now one of the first companies to also resell TridentHE, AegisUSA's new Identity and Access Management Software Suite for Education.

TridentHE provides an open standards-based software suite focused on the specific Identity Management requirements of higher education, such as reducing help desk costs, increasing user productivity, and protecting institutions from the risks of intrusion. TridentHE is enterprise-class Identity & Access Management (IAM) software with flexible licensing models which, in addition to integration of the software suite, offers:

- 🍎 **Lower total cost of ownership:** Open standards-based software is more easily supported and enhanced.
- 🍎 **Lower risk:** Open standards, flexible licensing, and AegisUSA's extensive higher education experience allow institutions to manage their implementation with readily available tools and technologies.
- 🍎 **Lower support costs:** Open standards-based software allows institutions to secure staff familiar with the design tools, making the implementation easier to maintain.

TridentHE includes Identity Appliances, which provide customers with scalable Identity Solutions for Password Management, Single Sign-On, Cloud Provisioning, and Federated Identity for Education — all at an entry-level price. The Appliances are a unique offering in AegisUSA's comprehensive IAM solution approach, which includes IAM software, hardware, implementation services, and ongoing support.

"We focus on three industries, including education, and require a partner with the experience and technology to quickly and cost-effectively solve institutions' identity management business issues," stated Bill Calderwood, President of The Root Group. "Our education customers will appreciate TridentHE, the result of six-plus years of AegisUSA working with universities and colleges across the country."

*(more)*

“The Root Group and AegisUSA share a common goal of helping our clients exceed their business objectives by architecting security infrastructures that meet both technical and financial goals,” said Ralph Armijo, AegisUSA CEO. “The flexible licensing model of TridentHE is a perfect example since it allows institutions to quickly expand their identity management infrastructure as business needs dictate and with lower risk.”

### **About the Root Group**

For over 20 years, The Root Group, a Boulder, Colorado-based IT infrastructure company, has dedicated itself to providing best-in-class business solutions focused on IT products and services. The Root Group provides IT solutions that meet client cost, performance and reliability goals. The Company develops these solutions in a collaborative relationship with clients, keeping the ultimate goal of developing long standing business relationships that are mutually profitable at the forefront. The Root Group architects, implements and supports repeatable IT solutions that enable enterprises to gain competitive advantage in their markets. For more information, please visit The Root Group on the web at [www.rootgroup.com](http://www.rootgroup.com).

### **About AegisUSA**

Founded in 2004, AegisUSA is a leading provider of Identity and Access Management (IAM) products and services. AegisUSA offers a broad portfolio of cost-effective open standards-based IAM solutions including: Enterprise IAM Suite, TridentHE IAM Suite (focused on Higher Education), and specialized pre-package IAM Appliances. Part of AegisUSA’s superior solutions includes employing consistent, standards-based implementation methodologies supporting the entire IAM implementation — not just the software. AegisUSA’s technology-enabled methodology delivers a significant reduction in implementation costs and timeframes compared to traditional implementations without AegisUSA. For more information, please visit AegisUSA on the web at [www.aegisusa.com](http://www.aegisusa.com).

# # #

The AegisUSA logo is a trademark of Aegis Business Group, Inc. All other products, brands and names are trademarks or registered trademarks of their respective owners.