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Versatile Systems Signs as an Aegis Identity Appliance Reseller
Appliances Provide Attractive Entry Point to Enterprise-Level IAM Solutions

Greenwood Village, CO —December 16, 2009 — AegisUSA today announced that Versatile, an implementer of business critical information technology solutions with U.S. headquarters in Mechanicsburg, PA, has signed on as an authorized AegisUSA Reseller Partner. The Aegis Identity Appliances, which provide a sound Identity and Access Management (IAM) entry point for their clients, will be included as part of Versatile’s existing Identity Management solution offering.

Bundling hardware, identity management software, and configuration services into a single package, [Aegis Identity Appliances](#) provide customers with scalable Identity Solutions at an entry-level price. The Aegis Identity Appliances have been developed to solve specific business needs such as reducing helpdesk costs, increasing user productivity, managing compliance requirements and protecting clients from the risks of intrusion. This unique offering in the IAM space is designed with the power, flexibility and scalability of an enterprise-level IAM solution allowing clients to expand their identity management infrastructure as business needs demand.

“Versatile is excited to add Aegis Identity Appliances to our portfolio of identity management solutions. AegisUSA has developed a solution to simplify the complexity of implementing an IdM installation so our customers can more quickly realize the benefits,” stated Bob Joyce, President of Versatile Systems, Inc. “We think this solution will help accelerate the growth of the Identity Management marketplace.”

Versatile is partnering with AegisUSA as an [Authorized Reseller](#). This group includes both software and IT services providers who have been trained to sell and deliver AegisUSA’s IAM Solutions. AegisUSA’s network of Solution Partners are IAM industry leaders who ensure that AegisUSA customers have an integrated, total solution, which leverages the strength of AegisUSA’s core technology.

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“Versatile’s product and service offerings, geographic strength, experience, and existing partnership with Sun offer powerful synergies with the Aegis Identity Appliances,” said Ralph Armijo, AegisUSA CEO. “We are pleased to include Versatile as an AegisUSA Authorized Reseller and look forward to expanding the availability of the Appliances through the partnership.”

About Versatile

Versatile provides business solutions that enable companies to improve sales, marketing and distribution of their products. Versatile also provides information technology services for the implementation, maintenance and security of mission-critical computer environments. Versatile has the ability to architect solutions involving both proprietary and third party components. For more information: www.versatile.com.

About AegisUSA

Founded in 2004, AegisUSA is a comprehensive solution provider focused on Identity and Access Management (IAM) products and services. AegisUSA offers a unique Identity Management Solution Continuum which provides clients with a spectrum of Identity Product offerings including Aegis Identity Appliances, Aegis Pre-Defined Identity Solutions, Custom Identity Solutions, Managed Delivery of Identity Infrastructure and, as a future offering, Identity as a Service. All of AegisUSA’s Identity Solutions are based on proprietary Intellectual Property (IP), a set of methodologies developed and packaged to harness and encompass the company’s vast IAM expertise. Leveraging AegisUSA’s IP provides clients with an Identity Solution that will scale to meet current and future identity infrastructure requirements as business needs emerge and budget becomes available. Additionally, clients benefit from reduced deployment costs, reduced deployment time, reduced complexity, and reduced risk as a direct result of AegisUSA’s methodology and solutions. For more information, please visit AegisUSA’s website, www.aegisusa.com.

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