



Rapid Prototyping and Custom Development Initiatives

CUSTOM_DEV.1/10/20.10:38



TABLE OF CONTENTS

TABLE OF CONTENTS 1

RAPID PROTOTYPING AND CUSTOM DEVELOPMENT INITIATIVES 2

ABOUT FUTUREX’S CUSTOM DEVELOPMENT INITIATIVES 4

 RAPID PROTOTYPING 4

 ENGINEERING RESOURCES 4

 SUPERIOR PROJECT MANAGEMENT 4

THE FUTUREX PROJECT METHODOLOGY 4

 PROVEN SUCCESS VIA PHASE-BASED MILESTONES 5

 CLEARLY DEFINED GOALS, EXPECTATIONS, AND DELIVERABLES 5

 COMMUNICATION AND PROJECT UPDATES 5

 IMPLEMENTING A TURNKEY CERTIFICATE AUTHORITY INFRASTRUCTURE 6

 EARLY DETECTION AND ELIMINATION OF POTENTIAL ISSUES 6

 CUSTOM DEVELOPMENT FOR A GLOBAL ATM MANUFACTURER 6

SUCCESS STORIES 6

 SYNCHRONIZATION OF DEVELOPMENT CYCLES, PROMOTING EFFICIENT RESULTS 6

A FOUNDATION IN PROVEN TECHNOLOGY 6

RAPID PROTOTYPING AND CUSTOM DEVELOPMENT INITIATIVES

Futurex specializes in designing and developing unique custom hardware and software solutions to meet the evolving needs of its customers worldwide. From small functionality enhancements to large, global projects encompassing both hardware and software platform customization, Futurex's engineering teams possess the knowledge and project management capabilities to deliver custom initiatives on time and under budget.



Data security and the cryptographic solutions marketplace has unique requirements. Like most industries, enterprises succeed or fail based on their ability to provide innovative and secure solutions to their customers in both a quick and efficient manner. Unique however, is the requirement for organizations to also stay one step ahead of attackers seeking to thwart defenses and gain access to an organization's sensitive information. This dual role requires systems that are both reliable and secure in order to protect both the enterprise and the customers they serve.

Embedded into the Futurex brand is the knowledge, experience, and engineering resources the data security industry needs to carry out complex development efforts in a cost-effective manner. This allows organizations to focus on their

core competencies, while Futurex, a 40+ year industry leader, focuses on theirs—developing innovative and secure data protection solutions.



ABOUT FUTUREX'S CUSTOM DEVELOPMENT INITIATIVES

Futurex has distinguished itself in the hardware-based data security solutions industry with the ability to develop and implement custom projects and joint-development initiatives in a cost-effective, reliable, standards-compliant, and timely manner. Futurex has devoted the necessary resources to maintain an elite and versatile engineering team, based in our centralized engineering and manufacturing center.

Futurex is dedicated to meeting the needs of all of all customers, which is why we have partnered with VirtuCrypt, using its Hardened Enterprise Security Cloud service built using Futurex technology. These services make Futurex a full-service provider of enterprise security solutions. Our development initiatives, driven by our results-oriented engineering culture, have been implemented worldwide by major organizations in many different industries. Satisfied customers have returned to Futurex to complete second, third, and even fourth major development initiatives, trusting Futurex to design and implement the most important and critical systems to our expertise.

RAPID PROTOTYPING

We recognize that the world is constantly changing, and innovative ideas may be developed by several organizations simultaneously. We support the success of our customers by developing prototypes and pursuing an aggressive time-to-market in all phases of development.

We pursue rapid prototyping for many reasons, but chiefly so that our clients know exactly what will be developed. This also decreases development time when implemented. Futurex regularly invests time and resources into proof of concept projects in order to demonstrate the capabilities of the prototype and proposed solution.

ENGINEERING RESOURCES

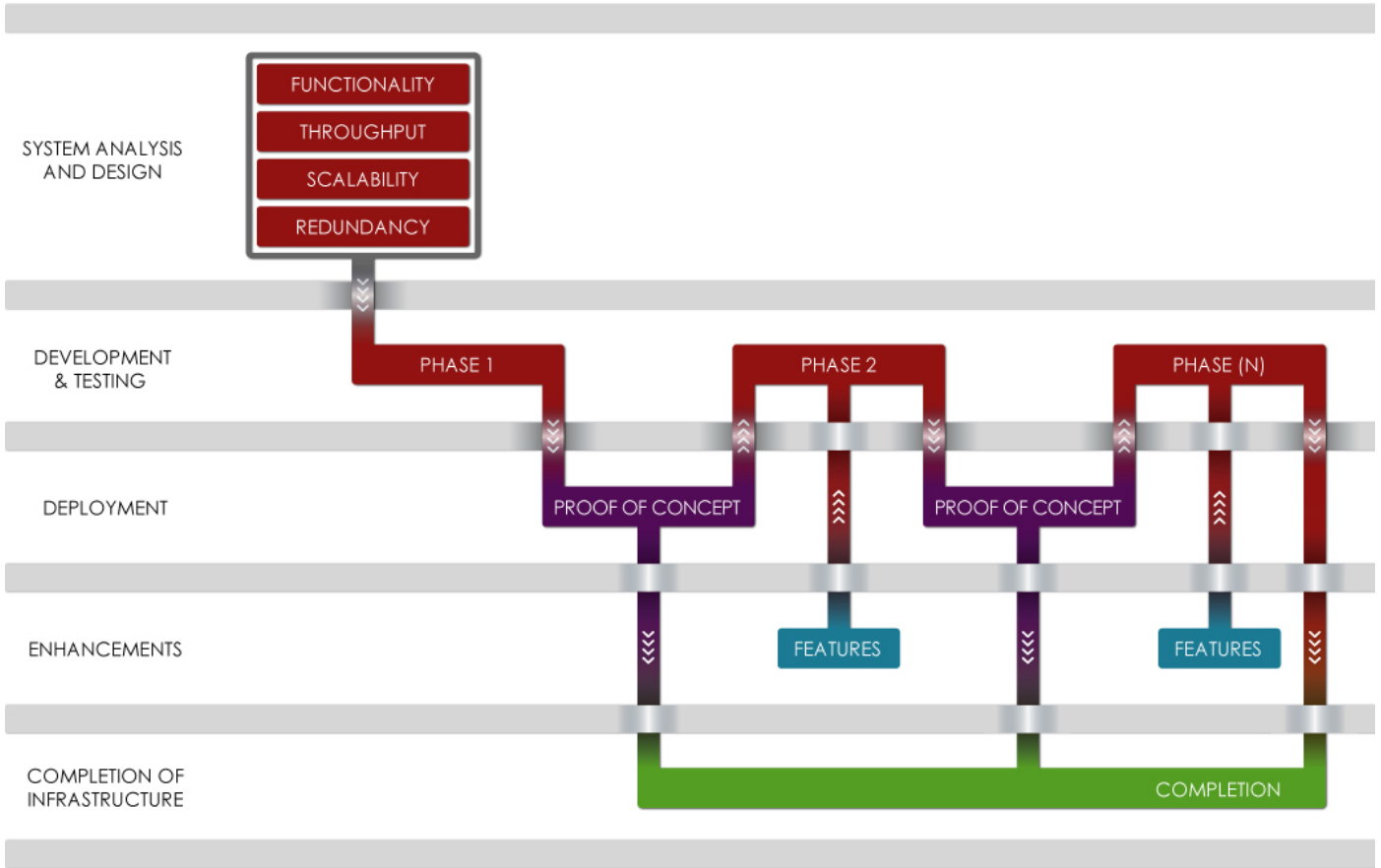
We place our extensive engineering resources at the disposal of our customers. Our bright and innovative engineering staff represents some of the best minds in the field. We routinely add to our staff to increase its effectiveness, adhering to a guideline of having a 100% degreed engineering team. Our engineering team has decades of experience developing custom software and hardware solutions, which is apparent in our innovative, industry leading technology.

SUPERIOR PROJECT MANAGEMENT

The proven success of our Solutions Architect and project management models comes from a legacy of development efforts that have finished ahead of schedule and under budget. In our time crafting customized solutions for organizations of all sizes, Futurex has never undertaken a project that has not reached a successful conclusion.

THE FUTUREX PROJECT METHODOLOGY

Futurex has built a legacy of success based on a proven project methodology of advanced system analysis and design, development, deployment, and enhancements. Throughout the entire process the organization receives the Exceptional Support which has defined Futurex. This reduces the burdens often placed on organizations who outsource custom development projects. The Futurex project methodology includes the following features which have made every development initiative to date a success:



PROVEN SUCCESS VIA PHASE-BASED MILESTONES

Futurex has developed a milestone-based methodology of developing and implementing lifecycle objectives, delivering on an architected plan, coding, troubleshooting, and release of products.

CLEARLY DEFINED GOALS, EXPECTATIONS, AND DELIVERABLES

Success doesn't just happen, it's planned for. With this in mind we strive to set clear milestones and objectives at every step of planning, development, and implementation. As a part of this process, we always create a Product Requirements Document (PRD) clearly outlining what features and goals will be delivered upon at each pre-set milestone.

COMMUNICATION AND PROJECT UPDATES

While outsourcing custom development can reduce the cost of designing and implementing projects, it increases the importance of communication in the success of the deliverable project. With Futurex, customers are never left in the dark about progress. We pride ourselves on our timely communication and regular project updates between milestones.

EARLY DETECTION AND ELIMINATION OF POTENTIAL ISSUES

All projects come with challenges and Futurex is dedicated to meeting those challenges head-on. Early identification of an issue can make the solution or elimination of that problem before it arises possible. Our Solutions Architects have a wealth of industry specific experience designing and implementing cryptographic solutions. This experience gives our team the foresight to see potential challenges and find a solution, before they are an issue.

SYNCHRONIZATION OF DEVELOPMENT CYCLES, PROMOTING EFFICIENT RESULTS

Futurex works seamlessly with customer organizations to deliver projects on time and under budget. Working with major Tier 1 organizations worldwide, we understand and share the drive for innovation and excellence in leading global organizations. Our synchronization with the internal development efforts of our customers allows us to release new features in functional phases.

A FOUNDATION IN PROVEN TECHNOLOGY



The Hardened Enterprise Security Platform represents the pinnacle of data security and is trusted by Tier 1 organizations worldwide to protect their data and that of their customers. The Hardened Enterprise Security Platform features a full suite of products working in concert

to provide greater security than the individual components, creating a core cryptographic infrastructure to secure an enterprise as a whole. In designing the Hardened Enterprise Security Platform, Futurex has placed a high priority on extensibility—to be compliant for current and evolving regulatory standards.

SUCCESS STORIES

The Futurex Development Methodology has been repeated numerous times with great success. The following case studies are just two of many accomplished on time, under budget, and on a global scale.

IMPLEMENTING A TURNKEY CERTIFICATE AUTHORITY INFRASTRUCTURE

A tier-1 organization with a globally distributed staff, requiring digital authentication of documents, applications, code, and more.

Project Requirements: The customer needed to digitally sign objects using a centralized certificate authority accessible by geographically dispersed business units.

Results: Customized implementation of a certificate authority was established and audit procedures were put in place to meet compliance standards, allowing the organization to standardize on a single, turnkey solution and eliminate their reliance on legacy, software-only providers.

CUSTOM DEVELOPMENT FOR A GLOBAL ATM MANUFACTURER

One of the top four largest ATM manufacturers, with ATMs located worldwide.

Project Requirements: The customer required custom development; training on key injection processes; assessment of key injection facility and consultation for audit and procedure documentation; and onsite installation and production deployment. The client had an aggressive timeline requiring implementation in less than two months.

Results: The development and implementation were completed under budget and ahead of their required schedule, and the customer received a perfect score on their audit.

The Hardened Enterprise Security Platform and its suite of best-in-class solutions is a reflection of the innovative and rigorous engineering culture that creates and maintains it. As a testament to this engineering-driven culture, Futurex solutions are created and maintained using our Base Architecture Model. This allows Futurex to maintain the quality and consistency our customers expect, makes our code base more extensible, and our team more agile. Futurex can rapidly design, integrate, and deliver feature updates to customers. Some of the largest enterprises worldwide have implemented the Hardened Enterprise Security Platform to protect sensitive data on a 24x7x365 basis.

In addition to the rigorous design and attention to detail, Futurex led by its engineering team has pioneered the development of revolutionary technology. Features such as secure remote and centralized access solutions have been developed to streamline the process of managing cryptographic infrastructures.

Looking to the future, Futurex's dedicated team of engineers, Solutions Architects, and project managers will continue to offer data security solutions which are cost-effective, reliable, standards-compliant, and completed in a timely manner. Futurex will continue to be a full-service provider of enterprise security through our exclusive partnership with VirtuCrypt. We ensure our customers physically and logically secure FIPS 140-2 Level 3 Secure Cryptographic Devices to support their enterprises whether in their own data centers or in the cloud.

About Futurex

For over 40 years, Futurex has been a globally recognized name in providing secure, scalable, and versatile data encryption solutions.

More than 15,000 customers worldwide have trusted Futurex's Hardened Enterprise Security Platform to provide innovative, first-to-market solutions for the secure encryption, storage, authentication, and transmission of sensitive data.

Futurex maintains an unyielding commitment to offering advanced, standards-compliant hardware security modules, key management servers, and general-purpose data encryption technology alongside world class customer service.



FUTUREX ENGINEERING CAMPUS

OFFICE: +1 830 - 980 - 9782 TOLL FREE: 800 - 251 - 5112
864 OLD BOERNE ROAD, BULVERDE, TEXAS, USA 78163