



## ASX ANNOUNCEMENT | COVATA LIMITED

### **Covata and NSC Global Launch Safe Share into the T-Systems Deutsche Telekom Marketplace at CeBIT Hannover, Germany**

**SYDNEY – 18 March, 2015 – Covata Limited (ASX:CVT), European partner NSC Global and top tier telecommunications company T-Systems have executed the contract to distribute Safe Share within the T-Systems Enterprise Marketplace and to Deutsche Telekom’s customers more broadly.**

In the wake of further EU data security policy discussions, Covata European Regional Director Travis Weston and NSC Executive Jonathan Moore were invited to join T-Systems Ralf Hülsmann, Head of ISV IaaS GTM, at the T-Systems VIP partner event at CeBIT Hannover. T-Systems have officially launched the Covata Safe Share cloud service into the T-Systems Digital Division portfolio; kick-starting the first of many marketing campaigns scheduled for the product.

The launch of Safe Share as a service is targeted at T-Systems clients, including the top 400 enterprise companies and a further 7,000 medium-to-large sized companies that sit within Deutsche Telekom’s customer base. These companies together employ more than 6 million staff and will be able to subscribe to Safe Share to protect, control and secure their data in the cloud.

Businesses currently use the T-Systems Enterprise Marketplace to develop and build cloud solutions into their business processes. Safe Share will be the first secure file-sharing product available and will be integrated into the T-Systems product sales strategy.

The estimated retail price for Safe Share will begin at EUR 20 per user per month before volume discounting.

The service is provisioned as a dedicated application stack for every new customer. This means each company has its own instance of Safe Share with control and visibility over the system, as opposed to consumer or public file sharing services where data, policy and administration is co-mingled in a public cloud. Safe Share is anticipated to be available for purchase by April 2015.

The retail price includes infrastructure costs and a revenue share component between Covata, NSC Global and T-Systems.



**Ralf Hülsmann, Head of ISV IaaS GTM at T-Systems, said,** “Our focus is on providing cutting edge cloud solutions and we believe Safe Share is a product which will give our customers peace of mind that their data is protected.”

“There is high demand for a European hosted, controlled and regulated encrypted file sharing solution amongst our enterprise customers and we are pleased to be able to provide them with a secure, affordable and accessible data security product like Covata Safe Share.”

**Yaseen Khan, CEO NSC Global, said,** “The partnership with T-Systems not only indicates a strong demand for a secure file sharing product in Europe but also represents a highly repeatable distribution model for Safe Share, a market NSC Global are well placed to service.”

**Covata CEO Trent Telford echoed these sentiments,** “Leading Managed/Internet Service Providers (MSPs/ISPs) in Europe, and indeed across the globe, are offering holistic IT solutions to their customers as they guide them into cloud adoption. T Systems/DTAG is one of the top 3 ISP/MSP’s in Europe. We are planning on replicating the business model broadly based on this case study. “

“Covata, being an Australian licensed product to a European hosted MSP holds strategic advantage over US based software security companies in the European market. Put simply, European companies are increasingly wary of US domiciled companies and cloud services due to the geo-political business fallout resulting from the NSA PRISM program. This service is what many European companies have been waiting for to shift to cloud file sharing.”

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#### **About Covata**

Covata enables true ownership and control over your data in the cloud and over mobile services. We deliver data-centric security solutions without compromising simple usability; providing true end-to-end security. Your data is always protected wherever it may travel – inside your network, beyond the domain, to mobile devices and to the cloud – with granular access controls that extend to external ad hoc users, view-only restrictions, real time revocation and complete visibility and auditability.

Own Your Data, control your data and choose where it is stored – with complete assurance that it is protected and secure. For further information please visit [Covata.com](http://Covata.com).



### **About NSC Global**

NSC Global is a multi-national technology infrastructure and services provider that helps international clients solve infrastructure challenges across 180 countries. NSC Global has grown consistently since 1998 and now employs 2000 staff across 22 regional offices that span every continent with personnel speaking over 40 languages. NSC Global clients are larger organizations that require a capable and trusted partner to efficiently solve challenging technical, process and cost concerns.

For more information, please visit: [www.nscglobal.com](http://www.nscglobal.com)

### **About Deutsche Telekom**

Deutsche Telekom is one of the world's leading integrated telecommunications companies with around 151 million mobile customers, 30 million fixed-network lines and more than 17 million broadband lines (as of December 31, 2014). The Group provides fixed network, mobile communications, Internet and IPTV products and services for consumers and ICT solutions for business customers and corporate customers. Deutsche Telekom is present in more than 50 countries and has approximately 228,000 employees worldwide. The Group generated revenues of EUR 62.7 billion in the 2014 financial year – more than 60 percent of it outside Germany.

### **About T-Systems**

Deutsche Telekom considers the European business customer segment a strategic growth area. It offers small, medium-sized and multinational companies ICT solutions for an increasingly complex digital world. In addition to services from the cloud, the range of services centers around M2M, security solutions, complementary mobile communications and fixed-network products, and solutions for virtual collaboration and IT platforms, all of which forms the basis for our customers' digital business models. The corporate customers unit (T-Systems) and its 47,800 employees around the world generated revenue of around EUR 8.6 billion in the 2014 financial year.

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