

## eToken Secures Virgin Mobile Phone Activations throughout France



*SafeNet eToken provides Virgin Mobile with strong authentication for its distributors and protection for hundreds of thousands of phone activations in France each year.*

### Background

As a leading mobile network vendor, Virgin Mobile France needed to enable secure transactions for 3,000 Virgin Mobile distributors across the country. Virgin Mobile wanted to ensure that business could be conducted smoothly and securely across their countrywide network, while preventing unauthorized users from gaining access to the company's business-critical system.

### Business Problem and Customer Need

Seeking to replace their password-based log-in methods, the company required a strong authentication solution that would enable integration with existing systems. They turned to the leading vendors with a request for a rapidly deployable solution that would provide scalability and enable customizations to suit their specific requirements including integration with a Linux operating system, an Apache server and SQL database. Continually prioritizing the security of their IT systems and the safety of their company/customer data, Virgin Mobile France's IT department found eToken's strong authentication solution as a powerful yet convenient protection method. They selected SafeNet eToken over competing solutions due to superior integration capabilities and ease of deployment that became clear during the IT department's thorough evaluation.

### The Solution: eToken authenticators and eToken TMS (Token Management System)

By providing distributors with the two-factor eToken NG-OTP authentication key, efficiently managed by eToken TMS (Token Management System), Virgin Mobile France enhanced security to its vast phone activation operations throughout France. eToken NG-OTP is one of the industry's most innovative, smartcard-based hybrid USB and One Time Password (OTP) authenticators, offering all of the functionality of SafeNet's smartcard-based USB token, eToken PRO, with the addition of OTP technology for strong authentication in detached mode.

*"Companies such as Virgin Mobile France realize the necessity of protecting access to a system used by third parties throughout such a large region. SafeNet eToken not only provides powerful data security, but also streamlines the life-cycle management of the full authentication solution, including the tokens themselves. We're pleased to provide Virgin Mobile France with an easily integrated, quickly deployed SafeNet eToken solution that further strengthens their control of the phone activation process."*

Shlomi Yanai, vice president of the SafeNet Authentication Business Unit

Distributors at retail centers now use the customized eToken authentication solution to secure transactions on Virgin Mobile's Internet-based phone activation system in France, providing powerful, strong authentication for the company's country-wide sales operations. Benefits include:

**Fraud reduction** - Since rolling out eToken in February 2007, replacing previous password-based log-in methods, Virgin Mobile's French distributors have been able to consistently control distributors' access to their system, significantly reducing fraud.

**Strong authentication** - eToken, which is about the size of an average house key, is easy to use and highly portable, allowing Virgin Mobile France's distributors to use something they have, the SafeNet eToken, and something they know, a password, to authenticate.

**Efficient management** - SafeNet's Token Management System (TMS) also allows Virgin Mobile France to easily and cost-effectively control the entire strong authentication process with a single, robust system – enabling full lifecycle management of eToken devices, including deployment, provisioning and ongoing maintenance of tokens provided to distributors across France.

**Future proofing** - The company was also able to cost-effectively load digital certificates onto each eToken NG-OTP device in an effort to prepare for any future needs that require such credentials.

### **About SafeNet**

In 2007, SafeNet was acquired by Vector Capital, a \$2 billion private equity firm specializing in the technology sector. Vector Capital acquired Aladdin in March of 2009, and placed it under common management with SafeNet. Together, these global leading companies are the third largest information security company in the world, which brings to market integrated solutions required to solve customers' increasing security challenges. SafeNet's encryption technology solutions protect communications, intellectual property and digital identities for enterprises and government organizations. Aladdin's software protection, licensing and authentication solutions protect companies' information, assets and employees from piracy and fraud. Together, SafeNet and Aladdin have a combined history of more than 50 years of security expertise in more than 100 countries around the globe. Aladdin is expected to be fully integrated into SafeNet in the future. For more information, visit [www.safenet-inc.com](http://www.safenet-inc.com) or [www.aladdin.com](http://www.aladdin.com).

### **About Virgin Mobile**

Virgin Mobile France, launched in April 2006, is the 4th largest mobile operator in France with more than 1 million customers. Its success is based on four key areas: mobile phones, distribution network, customer service and marketing. For more information, visit [www.virginmobile.fr](http://www.virginmobile.fr).