



## Press release

### Utimaco and achelos deepen their partnership

**Aachen and Paderborn, August 31, 2021** – IT security solution provider Utimaco and achelos GmbH, a manufacturer-independent software development and consulting firm, have further deepened their longstanding cooperation with a partnership contract. Accordingly, achelos is now marketing all products and solutions from the Utimaco portfolio as a value added reseller.

The two companies are connected by a trusting development partnership that has grown ever stronger over the years.

achelos has profound knowledge of Utimaco's solutions, which it will in future offer to customers directly in development and consulting projects.

"We have been cooperating with Utimaco for many years. In a joint project for the customer Bank-Verlag, for example, we implemented an eIDAS-compliant signature activation module (SAM) to carry out remote signatures in banking securely and quickly. Our objective with the new partnership is to establish a broader base for our successful cooperation and focus on three key sectors. Although achelos will continue to operate as development partner to Utimaco, we are also keen to implement our own, customer-specific development projects for HSM firmware, develop solutions based on this and act as a value added reseller for Utimaco's HSM. In this context we will provide 1st and 2nd level support, run training courses and take care of commissioning. Supplemented to include the PKI products from other partners and our services from PKI System Consulting, we thereby offer customers a very interesting added value chain," comments Carola Schwarzenberg from Management and Strategic Sales at achelos, explaining the cooperation with Utimaco.

"We are delighted to expand our sales network with such a professional partner as achelos. IT security is becoming ever more important - not only in the classic security-critical sectors such as at banks, financial services providers or public authorities, but also in the automotive industry or at organisations that suddenly see themselves exposed to new attack scenarios and thereby also security requirements as a result of the rapid increase in digitisation observed last year. Customers consider sound advice just as important as selecting the right security solution. Combining the strengths of achelos and Utimaco will allow us to offer customers the best of both worlds," comments Mario Brand, VP EMEA at Utimaco.

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### About UTIMACO

UTIMACO is a global platform provider of trusted Cybersecurity and Compliance solutions and services with headquarters in Aachen (Germany) and Campbell, CA (USA). UTIMACO develops on-premises and cloud-based hardware security modules and key management solutions as well as data intelligence solutions for regulated critical infrastructures. UTIMACO is one of the world's leading manufacturers in both of these market segments.

470+ employees around the globe create innovative solutions and services to protect data, identities and communication networks with responsibility for global customers and citizens. Customers and partners in many different industries value the reliability and long-term investment security of UTIMACO's high-security products and solutions.

[www.utimaco.com](http://www.utimaco.com)

### About achelos

achelos GmbH is a manufacturer-independent software development and consulting company based in Paderborn. Founded in 2008, the technology expert develops and operates highly specialized products, solutions and services that meet international security standards. In addition to general security-related topics, achelos focuses on global industry solutions in the Health, Mobility, Public and IoT segments. The company offers an extensive portfolio and expert knowledge in the areas of test tools and Testing as a Service (TaaS), and certification.

[www.achelos.de/en](http://www.achelos.de/en) | [www.iot.achelos.com](http://www.iot.achelos.com)

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