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## GOING DIGITAL

3BQJE EFWFMPQNFUO PG EJHJUBM UFDIOPMPHJFT BOE FMFDUSP  
1\$T BOE TNBSU QIPOFT BCVOEBODF PG UPPMT GPS DSFBUIJOH E  
DPVQMFE XJUI DPOTUBOUMZ HSPXJOH WPMVNFT PG JOGPSNBUJ  
FGGFDUJWFMZ MFBET UP TXJUDIJOH UP FMFDUSPOJD FYDIBOHF

/PU POMZ FOUFSQSJTFT CVU TUBUF PSHBOJ[BUJPOT BŠF JOUS  
NFOUT DJSDVMBUJPO 0OMJOFŠSFBEFST PG FŠOFXTQBQFST BOE  
SFBE QSJOU NFEJB 4PNF UJUMFT FYJTU PO UIF OFU POMZ 5IP  
FŠNBHB[JOFT PWFS QBQFS POFT 'PS JOTUBODF NPSF UIBO  
"NB[POMJOF TUPSF

&YDIBOHJOH FŠEPDVNFOUT NFBOT DPNQBUJCMF QMBUGPŠNT BQ  
SZPOF IBT GBDFE B rDBOqU PQFO UIF GJMFs TJUVBUJPO 8IBU  
8JOEPXT 7JTUB PS 8JOEPXT 91 .JDSPTPGU 8PSE PS \$PSFM 8PS  
VOJWFSTBM GPSNBU XIJDI EFQFOET OFJUIFS PO TPGUXBSF OPS

1%' CPPLT BOE EPDVNFOUT %BUB PG

## WHAT'S GOOD ABOUT PDF?

4VDI GPSNBU EPFT FYJTU 5IJT JT BO JNNFOTFMZ QPQVMBS 1%'  
QMBUGPSN GPSNBU GPS FŠEPDVNFOUT EFTJHOFE CZ "EPCF

%PDVNFOUT TBWFE BT 1%' GJMFT DBO CF WJFXFE PO WJŠUVBMM  
JOH TZTUFN JOTUBMMFE GPOUT PS TPGUXBSF NBZ WBSZ B EP  
TFUUJOHT QJDUVSFT PS MBZPVU DBO TUJMM CF PQFOFE SFBE

1%' JT XJEFMZ VTFE JO QVCMJTIJOH BOE QSJOUJOH EJTUSJCVU  
SFGFSFODF JOGPSNBUJPO PS EPDVNFOUT BOE FYDIBOHJOH EB  
BNPVOUT UP QBHFT

\*U JT SFBMMZ JNQPSUBOU UIBU UIF TPGUXBSF "EPCFFE SUB B QJŠ  
5IFTF GJHVSFT TIPX UIF QPQVMBSJUZ PG 1%' GPSNBU "DSPCB  
%PXOMPBT GPS OFBSMZ CJMMJPO UJNFT QFS NPOUI

7FSTBUJMF 1%' GPSNBU IBT RVJUF B OVNCFS PG FYUSB GFBUVSF  
B IFMQ PG B DSPTTŠSFGFSFODF TZTUFN QSPQFS WJFXJOH PG B  
1BMN 04 4ZNCJBO 04 FUD UFYU BWBJMBCJMJUZ GPS TFBSDI FO  
UIF GFBUVSF XF BSF N

Wide range of file formats and methods

OWFS B QFSJPE

Š

## PDF DOCUMENTS PROTECTION

### CUI BONO?

-FUqT TFF XIP OFFET UP QSPUFDU B 1%' EPDVNFOU BOE ŠIZ 5PE  
JOH JOGPSNBUJPO JT B DPNQFUJUUJWF FEHF -FBL PG DPOGJEFO  
UP BO FOUFSQSJTJF JOEJSF DU MPTTFT PG PQQPSUVOJUJFT BOE

0CWJPVTMZ NVDI BUUFOUJPO JT QBJE UP EBUB QSPUFDUJPO \*  
PG \*OGPSNBUJPO 5FDIOPMPHZ JOEVTUSZ 5IF FBTJFTU NŠUIPE P  
XPSE 0OF IBT BO BCJMJUZ UP TFU UIF QBTTXPSE UP PQFO BOE  
GFBUVSFT MJLF IJŠSFTPMVUJPO QSJOUJOH JO NPTU EFTLUPQ B

1SPQFS EPDVNFOU QBTTXPSE QSPUFDUJPO TIPVME LFFQ UIF CB  
8IFO TFUUJOH B QSPUFDUJPO UP B 1%' EPDVNFOU POF TIPVME

1. UBSHFU BVEJFODF BMM VTFST PS KVTU B DFSUBJO HSPVQ
2. WFSTJPO PG "EPCF "DSPCBU "DSPCBU 3FBEFS BWBJMBCMF
3. TUPSBHF MPDBUJPO PS QVCMJTIJOH MPDBUJPO PG UIŠ EPDVN  
JOHŠIPVTF
4. EBUB UZQF UFYU HSBQIJDT NVMUJNFEJB
5. QSFTVNBCMF VTBHF PG UIF EPDVNFOU WJFXJOH GJMMJOH GP

## PDF DOCUMENTS PROTECTION METHODS

"EPCF "DSPCBU GFBUVSFT UXP MFWFMT PG 1%' QBTTXPSE QSPU  
BDDFTT SFTUSJDUJPO rPXOFSS TPŠDBMMFE rTFDVSJUZs PS rNE  
BCJMJUZ UP PQFO BOE WJFX UIF 1%' GJMF CVU QSFWFOUT VTFS  
TFMFDUJOH UFYU BOE HSBQIJDT BOE DPQZJOH UIFN JOUP UIF \$  
BOE GPSN GJFMET FUD JO BOZ DPNCJOBUIJPO "MTP UIFSF BS  
POF JT TFU UIF GJMF JT FODSZQUFE XJUI TUSPOH BMHŠSJUIN  
XPSE PS FODSZQUJPO LFZ JT OPU LOPXO

"EPCF "DSPCBU VTFT 3\$ FODSZQUJPO BMHPSJUIN TUSFŠN DJQI  
UFDUJPO TZTUFNT XIJMF "EPCF "DSPCBU BOE VQXBSET DBO  
4UBOEBS 0SJHJOBMMZ ŠCJU FODSZQUJPO IBT CFFO VTFE  
CJUFODSZQUJPO XIJDI NBLFT JU NVDI NPSF EJGGJDVMU UP GJC  
WBMVFT XIJMF ŠCJU FODSZQUJPO JOWPMWFT WBMVFT

\*O BEEJUJPO VTJOH TFDVSJUZ DFSUJGJDBUFT BMMPXT DSFBUI  
VTFS HSPVQT 'PS JOTUBODF TPNF VTFST XJMM CF BMMPXFE UP  
HSPVQ XJMM CF BCMF UP FEJU UIF EPDVNFUO BT XFMM

\$FSUJGJDBUFŠCBTFE QSPUFDUJPO GPS "EPCF "DSPCBU JT CBTFE  
5IF GPSNFS POF JT VTFE UP EFDSZQU UIF GJMF BOE UIF MBTU P  
PS TJHOJOH B EPDVNFUO

## DATA ACCESS LOSS

(PPE EPDVNFOU QSPUFDUJPO JT B EPVCMFŠFEHFE XFBQPO 8IZ

\$POGJEFOUJBM EBUB TVDI BT TBMFT SFQPSUT NBSLFU SFTFBS  
JO 1%' GJMFT BOE BMM PQFSBUJPOT FEJUJOH QSJOUJOH BOE  
QSPUFDUFE

0CWJPVTMZ UIF XFBLFTU MJOL PG BOZ QSPUFDUJPO UFDIOPMP  
TVCKFDU PG WBSJPVT rGMBXTs )PX NBOZ UJNFT IBWF ZPV GPSH  
UP BDDFTT B EPDVNFOU DSFBUE CZ ZPVS DPMMFBHVF PS QBSU  
UIF KPC PS UBLFO B MFBWF 8IBU TIPVME CF EPOF :PV DBOqU  
IJOESBODF

"OE BOPUIFS QSPCMFN JT NPSF MJLFMZ UP PDDVS XIFO XPSLJO  
FYUSBDU B QJFDF PG JOGPSNBUJPO GSPN B SFQPSU UP QSFQBS  
BOE DPQZ TPNF UFYU GSPN B GJMF :PV PCFZ DPQZSJHIU BOE B  
CVU ZPV IBWF UP QSFQBSF UIF EPDVNFOUT GPS UPNPSSPXqT UF

"OE IFSF JT UIF SVC ZPV OFFE UP SFNPWF SFTUSJDUJPOT TFU  
QBTTXPSE BU PQFOJOH UP HFU BDDFTT UP UIF JOGPSNBUJPO B

## SOLVING A PUZZLE

### A FEW WORDS ABOUT PASSWORDS

4JODF UIF QSPCMFN PG QBTTXPSE MPTT GJSTU PDDVSSFE UIF  
TPGUXBSF EFWFMPQFST IBWF DPOTJEFSFE B XBZ PG UBDLMJOH  
SFDPWFSZ UFDIOPMPHJFT BSF BWBJMBCMF OPX

1VUUJOH BTJEF UIF JTTVF PG OPXBEBZT QBTTXPSE SFDPWFSZ N  
BCPVU QBTTXPSET QBTTXPSE UZQFT BOE JOGPSNBUJPO XIJDI N

&OHMJTI MBOHVBHF QBTTXPSET HFOFSBMMZ VTF UIF GPMMPXJOH  
VQQFSDBT MFUUFST "e; EJHJUT e BOE TQFDJGJD DIBSE  
TZNCPMT GPS BOZ DPNCJOBUIPOT 4PNFUJNFT TQFDJGJD TZNC  
EFDSFBTFT UIF OVNCFS PG QPTTJCMF DPNCJOBUIPOT .PSFPWFS  
JT DSVDJBM XIFO POF DBOOPU SFUSJFWF PS SFTFU B QBTTXPSE

6OEFSTUBOEJOH IVNBO NJOE BMTP DPVOUT PO B RVFTU \$PS B Q  
UJ POT GPSDFE PO VTFST UP TFDVSF QBTTXPSE QSPUFDUJPO TP  
TFDVSJUZ UJQT 4VDI QIFOPNFOPO QSPWFT UIBU IVNBO JT B XFB  
TFDVSJUZ

5IF NBKPSJUZ PG QPQVMBS QBTTXPSET BSF OPUIJOH CVU XPSET  
4PNFUJNFT XPSET VTFE BT QBTTXPSET DBO CF GPVOE JO VTFSqT  
OVNCFS DSFEJU DBSE OVNCFS FUD " OFX QBTTXPSE DBO CF B  
5IJT JT UIF XBZ NPTU VTFST TPMWF UIF QSPCMFN PG SFHVMBS Q  
QPMJDZ "OE UIF NPTU JNQPSUBOU IJOU QFPQMF UFOE UP LFFQ  
B GJMF PO B 1\$ 5IPVHI TVDI B SFNFEZ VOEFSNJOFT UIF XIPMF J

5IVT CFJOH BXBSF PG CBTJD QBTTXPSE TFDVSJUZ SFRVJSFNFOU  
PS IBWJOH TPNF JOGPSNBUJPO BCPVU B VTFS NBZ IFMQ GJOEJOH  
TQFDJGJD TPGUXBSF UP SFDPWFS QBTTXPSET FOBCMF VTJOH TV

## PASSWORD RECOVERY METHODS

5IF CBTJD NFUIPET PG QBTTXPSE SFDPWFSZ BSF CSVUFŠGPSDF  
DSZQUJPO LFZ TFBSDI MFTT QPTTJCMF DPNCJOBUIJPOT JO DPN  
rSBJOCPX BUUBDLs 4PNFUJNFT PUIFS NFUIPET PG SFTUPSJOH E  
LOPXOŠQMBJOUFYU BUUBDL -FUqT SFWJFX TPNF PG UIF NFUIPE

#SVUF GPSDF BUUBDL

#SVUF GPSDF BUUBDL JT TJNQMF JO TFBSDI GPS B QBTTXPSE E  
UJPO PG TZNCPMT 5IF TFBSDI NBZ CF SFTUSJDUFE UP B DFSUBJ  
BOE PUIFS TZNCPMT

#VU IPX NVDI UJNF EPFT UIF CSVUF GPSDF BUUBDL OFFE UP S  
UIF GBDUPST NFOUJPOFE BCPWF QBTTXPSE MFOHUI DIBSBDUF  
QBTTXPSE SFDPWFSZ UBTL BOE UIF GJMF UZQF

0G DPVSTF B DPSSFDU QBTTXPSE NBZ CF GPVOE RVJDLMŠZ BOE E  
TJCMF DPNCJOBUIJPOT #VU ZPV TIPVMEOqU DPVOU PO UIBU 5IF  
1\$ 5IF CSVUF GPSDF BUUBDL BT UIF NPTU UJNFŠDPOTVNJOH N  
PUIFS NFUIPET BSF BU UIF IBOE

.BTL BUUBDL

\*O UIF DBTF ZPV DSFBUE B QBTTXPSE CZ ZPVSTFMG ZPV NBZ I  
PG NBTL BUUBDL CZ MJNJUJOH UIF TFBSDI SBOHF :PV NJHIU SF  
TPNF PG UIF TZNCPMT "OZ JOGPSNBUJPO NBZ CF PG VTF UP ZP

'PS FYBNQMF ZPV BSF RVJUF TVSF UIBU ZPV VTFE POMZ EJHJ  
XIFO TFUJJOH TFBSDI QBSBNFUFST ZPV NBZ FYDMVEF TQFDJGJ  
XPVME CF HSFBU JG ZPV BMTP LOFX B DFSUBJO QPTJUJPO PG E  
QBTTXPSE DPOTJTUT PG TZNCPMT TUBSUT XJUI B MFUUFs rBs  
B rB s TFBSDI QBUUFsO 6OLOPXO TZNCPMT BSF EFTJHOE  
QBUUFsO

.BTL BUUBDL JT NBLJOH TFOTF B QSPHSBN IBT UP USZ GFXFS I  
GPVOE JO MFTT UJNF

\*UqT B QJUJZ CVU BOZ EFUBJMT BCPVU B QBTTXPSE BSF SBSFMZ  
HFOFSBMMZ 'PSUVOBUFMZ UIFSF JT POF NPSF FGGJDJFOU QBT

## Dictionary attac

-FUqT BTTVNF UIBU ZPV QPTTFTT TPNF JOGPSNBUJPO BCPVU QP  
VTFE JO B QBTTXPSE \*O UIJT DBTF ZPV NBZ VTF UIF EJDUJPOBS

6TFST UFOE SFTPSU UP DPNNPO XPSET GPS DSFBUJOH QBTTXPS  
MJLF rPQFOs rBDDFTTs PS rMFUNFJOs \*O DPNQBSJTPO XJUI DI  
TVDI QBTTXPSET BSF FBTJFS UP SFNFNCFS \*O GBDU TVDI QBTT  
PUIFS QBTTXPSET CVU UIFZ BSF FBTJFS UP SFDPWFS

8IFSF UIF EJDUJPOBSZ PS UIF XPSE MJTU TIPVME CF UBLFO GS  
XPSE SFDPWFSSZ QSPHSBN QBDLBHF 4FDPOE ZPV NBZ TFBSDI G  
DPNNPO XPSET UIFNBUJD MJTUT GBVOB GPPUCBMM UFNNT FUD  
BCMF 5IJSE ZPV DBO DSFBUF B EJDUJPOBSZ NBOVBMMZ

5IF NFUIPE IBT B OVNCFS PG BQQBSFOU BEWBOUBHFT 5IF MJTU  
JO QBTTXPSET JT MJNJUFE JU OFWFS DPOUBJOT NPSFSUIBO B  
ESFE UIPVTBOE DPNCJOBUIJPOT JT BO FBTZ UBTL GPS B NPEFSO  
NFUIPE TIPVME CF JNQMFNFUOFE JO UIF GJSTU QMBDF \*U NBZ I

## 3BJOCPX UBCMF BUUDDL

0CWJPTMZ UIF NPTU JNQPSUBOU DSJUFSSJPO PG QBTTXPSE TFE  
UIF TFBSDI #SVUF GPSDF BUUDDL USJFT BMM QPTTJCMF DPNCJO  
NBZ UBLF UPP NVDI UJNF \*G UIF TFBSDI NBZ UBLF VQ NPOUIT PS

" NFUIPE FNQMPZJOH SBJOCPX UBCMFT SBJOCPX BUUDDL JT VT  
PG UIF NFUIPE JT VTJOH QSFDPNQVUBUIJPOT PG QBTTXPSE WBSJ

5IF JEFB PG SFQMBDJOH SFTPVSDFSJOUFOTJWF DPNQVUBUIJPOT  
QSFQBSFE CFGPSFIBOE JT OPU CSBOE OFX -PPLVQ UBCMFT BS  
GSPN UIF NFNPSZ SBUIFS UIBO DSFBUE 5IF NBJO ESBXCBDL P  
FOUFSQSJTF DBO BGGPSE TUPSSJOH UFSBCZUFT PG EBUB 5IBUq  
UBCMFT DBNF JOUP CFJOH 5IF TJ[F PG B SBJOCPX UBCMF JT N

(FOFSBUJOH SBJOCPX UBCMFT NBZ IBWF QSFTFU QSPCBCJMJUJ  
UJNF PG BUUDDL BOE UJNF PG UBCMFqT HFOFSBUJPO "EKVTUJ  
CFUXFFO UIF BUUDDL UJNF BOE QSPCBCJMJUJ PG QBTTXPSE LF  
SBUFMZ "T B SFTVMU UIF UBCMFT UIBU IFMQ UP RVJDLMZ GJOE  
B IJHI QSPCBCJMJUJ BSF DSFBUE JO B SFBTPOBCMF UJNF

\*O DPNQBSJTPO XJUI TJNQMF MPPLVQ UBCMFT UIF QSPCBCJMJ  
BUUDDL JT TMJHIUMZ MPXFS UIBO CVU UIF SFTVMU JT TUJM  
CBTFE PO B UBCMF GPS BMQIBOVNFSJD TZNCPT CVJNU XJUI  
XPSE DPOTJTUJOH PG TFWFO BMQIBOVNFSJD TZNCPT XJUIJO  
UBLF VQ NPSF UIBO IPVST 5IF BEWBOUBHF JT PCWJPVT

## CHOOSING A SOLUTION

5IVT UIFSFqSF OP NPSF EPVCUT JO CVZJOH QBTTXPSE SFDPWFS  
FWFSZ TZTUFN BENJOJTUSBUPS TIPVME IBWF TVDI UPPMSBU IBO  
ESFEGPME XIFO UIF GJSTU QBTTXPSE JT NJTTFE

8IBU QPJOUT TIPVME CF DPOTJEFSFE JO UIJT DBTF

'JSTU UIF QSPCBCJMJUZ PG QBTTXPSE SFDPWFSZ DMBJNFE CZ E  
GPS FTUJNBUIJOH TPMVUJPO FGGJDFODZ 5IJT JT XIZ ZPV CVZ  
HVBSBOUFFE JO UIF BCTFODF PG UJNF DPOTUSBJOUT CVU UIJT  
HFOFSBM SVMF BDDFTT UP B EPDVNFOU IBT UP CF SFTUPSFE B

4FDPOE UIF OFYU QPJOU UP DPOTJEFS JT B SBOHF PG \$VQQPS  
TJPOT GJMF GPSNBUT MBOHVBHFT BOE FODPEJOHT \*UqT IBSE  
IBWF UP EFBM XJUI XIFO SFDPWFSJOH B QBTTXPSE .BLF TVSF Z  
TVQQPSU PG OFXFS WFSTJPOT BOE XIBU UJNFGSBNF TVDI VQHS

5IJSE DPOTJEFS UIF UJNF OFFEFE GPS QBTTXPSE SFDPWFSZ 0  
BODF PG ZPVS 1\$ CVU B TPGUXBSF QSPWJEFS VTVBMMZ HJWFT

"OE UIF MBTU QPJOU JT XIFUIFS EJTUSJCVUFE DPNQVUJOSH JT FV  
QMFY \$16\$IVOHSZ QSPCMFNT TVHHFTUT VTJOH UIF VOJUFE QF  
FYBNQMF DPNQVUFST DPOOFDUFE MPDBMMZ PS SFNPUFMZ 5IF  
QBTTXPSE 4PNF QBTTXPSET GPS EPDVNFOUT PS BQQMJDBUJPO  
PG UJNF XJUI B IFMQ PG B TJOHMF DPNQVUFS GPS FYBNQMF \*\$  
UP 8PSE1FSGFDU EPDVNFOU CVU GPS NBOZ PUIFST UIF SFDP  
'PS FYBNQMF 1(1 QBTTXPSET BSF TP TBGF UIBU IBDLJOH UIFN D  
DPNQVUJOH POMZ

## “ELCOMSOFT” SOLUTION – SECURE ACCESS TO PDF-FILES

3VTTJBO DPNQBOZ &MDPN4PGU PGGFST B XJEF SBOHF PG QBT  
BOZ TZTUFN BOE GJMF GPSNBU GSPN BQQMJDBUJPOT BOE JOTU  
MPHPO QBTTXPSET

&MDPN4PGU UBLFT BEWBOUBHF PG VOJRVF UFDIOPMPHJŠT BOE  
UPHSBQIZ \*U BMMPXT DSFBUJOH IJHIŠRVBMJUJZ QBTTXPSE SFD  
MFOHUI DPNQMFYJUJZ BOE FODSZQUJPO NFUIPE UIF QSPCBCJM  
OFBSMZ #VU JO NPTU DBTFT TVDDFTT SBUF JT HVBSBOU

&MDPN4PGU IBT EFWFMPQFE TQFDJBM TPGUXBSF UPE ŠBTUŠPSE B  
1%' 1BTXXPSE 3FDPSWFS ZP&MDPN4PGU %JTUSJCVUFE 1BTXX  
XIJDJ BMMPXT UP UBLF BEWBOUBHF PG EJTUSJCVUFE DŠNQVUJ  
MFDUFE

" % 7 " / \$ & % " 1 % 8 0 1 3 % 3 & \$ 0 7 & 3 :

"EWBODFE 1%' 1BTXXPSE 3FDPSWFS BMM WFSTJPOT BOE FODSZQ  
"EPCF "DSPCBU u BMMPXJOH UP VOMPDLJOH 1%' GJMFT B

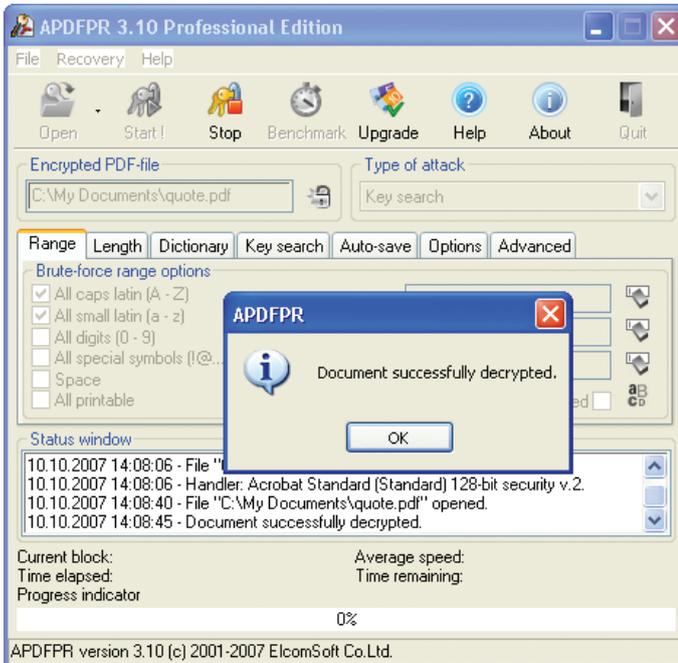
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QSJTf 4UBOEBSFE FEJUJPO BMMPXT UP SFNPWJOH FEJUJOH BOE  
DBO GJOE B QBTTXPSE UP PQFO B GJMF &OUFSQSJTf FEJUJPO  
UBCMFT JT TVQQMJFE XJUI B IFMQ PG JNQSPWFE SBJOCPX BUU

-FUqT SFWJFX CBTJD GFBUVSFT PG UIF QSPEVDU

" rVTFSS QBTTXPSE SFRVJSFE UP PQFO UIF GJMF JT PGUFO LOF  
GPS JT BO rPXOFSS QBTTXPSE XIJDJ SFTUSJDUT FEJUJŠH BOE  
XPSE 3FDPWFSZ VTFT VOJRVF UFDIOPMPHZ UP TPMWF UIJT QSP  
DPNCJOBUIJPOT BU BMM CVU BMMPXT UP EFDSZQUJOH UIF EPD  
BOE LFZ MFOHUI TFF QJD

\*G rVTFSS JT TFU CVU VOLOPXO "EWBODFE 1%' 1BTXXPSE 3FDF  
CSVUF GPSDF BUUBDL NBTL BUUBDL EJDUJPOBSZ TFBSDI BOE  
QJD 5IF QSPCBCJMJUJZ PG QBTTXPSE SFDPWFSZ CZ DŠNNPO N  
BSZ TFBSDI HFOFSBMMZ BNPVOUT UP \*O UIF NFOUJNF UII  
TVDDFTT SBUF CVU DBO CF BQQMJFE POMZ UP GJMFT XJUI ŠC

"EWBODFE 1%' 1BTTXPSEVQFOFWSZBMM WFSTJPOT BOE FODSZQ  
 "EPCF "DSPCBU u BMMPXJOH UP VOMPD LJOH 1%' GJMFT B  
 'FBUVSFT QSPWJEFE CZ UIF QSPHSBN EFQFOE PO UIF W\$STJPO  
 QSJTF 4UBOEBSFE FEJUJPO BMMPXT UP SFNPWJOH FEJUJOH BOE  
 DBO GJOE B QBTTXPSE UP PQFO B GJMF &OUFSQSJTF FEJUJPO  
 UBCMFT JT TVQQMJFE XJUI B IFMQ PG JNQSPWFE SBJOCPX BUU  
 -FUqT SFWJFX CBTJD GFBUVSFT PG UIF QSPEVDU  
 " rVTFSS QBTTXPSE SFRVJSFE UP PQFO UIF GJMF JT PGUFO LOP  
 GPS JT BO rPXOFFS QBTTXPSE XIJDI SFTUSJDUT FEJUJSH BOE  
 XPSE 3FDPWF SZ VTFT VOJRVF UFDIOPMPHZ UP TPMWF UIJT QSP  
 DPNCJOBUPOT BU BMM CVU BMMPXT UP EFDSZQUJOH UIF EPD  
 BOE LFZ MFOHUI TFF QJD  
 \*G rVTFSS JT TFU CVU VOLOPXO "EWBODFE 1%' 1BTTXPSE 3FDF  
 CSVUF GPSDF BUUBDL NBTL BUUBDL EJDUJPOBSZ TFBSDI BOE  
 QJD 5IF QSPCBCJMJUZ PG QBTTXPSE SFDPWFSZ CZ DFNPNPO N  
 BSZ TFBSDI HFOFSBMMZ BNPVOUT UP \*O UIF NFOUJNF UIF  
 TVDDFTT SBUF CVU DBO CF BQQMJFE POMZ UP GJMFT XJUI ŠC



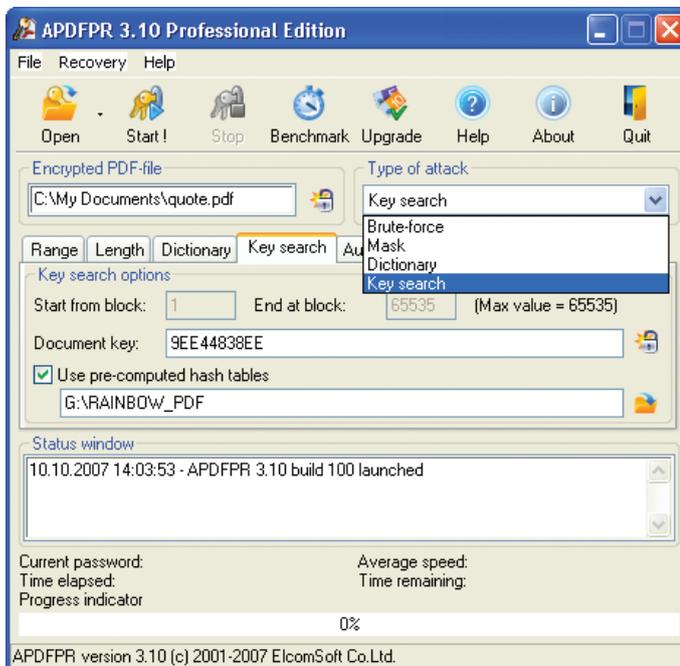
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```
*G rVTFSS JT TFU CVU VOLOPXO "EWBODFE 1%' 1BTTPXSE 3FDP
CSVUF GPSDF BUUBDL NBTL BUUBDL EJDUJPOBSZ TFBSDI BOE
QJD 5IF QSPCBCJMJUJZ PG QBTTXPSE SFDPWFSZ CZ DPNPO N
BSZ TFBSDI HFOFSBMMZ BNPVOUT UP *O UIF NFBouJNF UII
TVDDFTT SBUF CVU DBO CF BQQMJFE POMZ UP GJMFT XJUI ŠC
```

```
"QBSU GSPN QSPCBCJMJUJZ PG QBTTXPSE SFDPWFSZ UIFŠTQFFE
WBODFE 1%' 1BTTPXSE 3FDPWFSSZ IBT UIF CFTU SFTVMUT BO BW
SFTUPSF BDDFTT UP EPDVNFOUT QSPUFDUFE CZ VTFSSŠQBTTXPS
```

```
&OUFSQSJTf FEJUJPO FNQMPZT SBJOCPX BUUBDL UP TPMWF UII
VTFT QSFŠDPNQVUFE IBTI UBCMFT TVQQMJJE DPCBM%7% ESF W@
CZ &MDPN4PGU BMMPXT SFBDIJOH QSPCBCJMJUJZ PG GJOEJ
5IF UFDIOPMPHZ VTFT MPPLVQ UBCMFT BOE SBJOCPX UBCMFT K
TVDDFTT BT XIFO VTJOH TJNQMF MPPLVQ UBCMFT BOE PO UIF
UP DPNQMFUF 0UIFS QBSUJFT NBZ HVBSBOUFF TVDI SFTŠMUT P
UJPO LFZ UBLFT TFWFSBM EBZT PS VTJOH CVMLZ MPPLVQ UBC
```

```
1BUFOU UFDIOPMPHZ IBT CFFO DMBJNFE
```



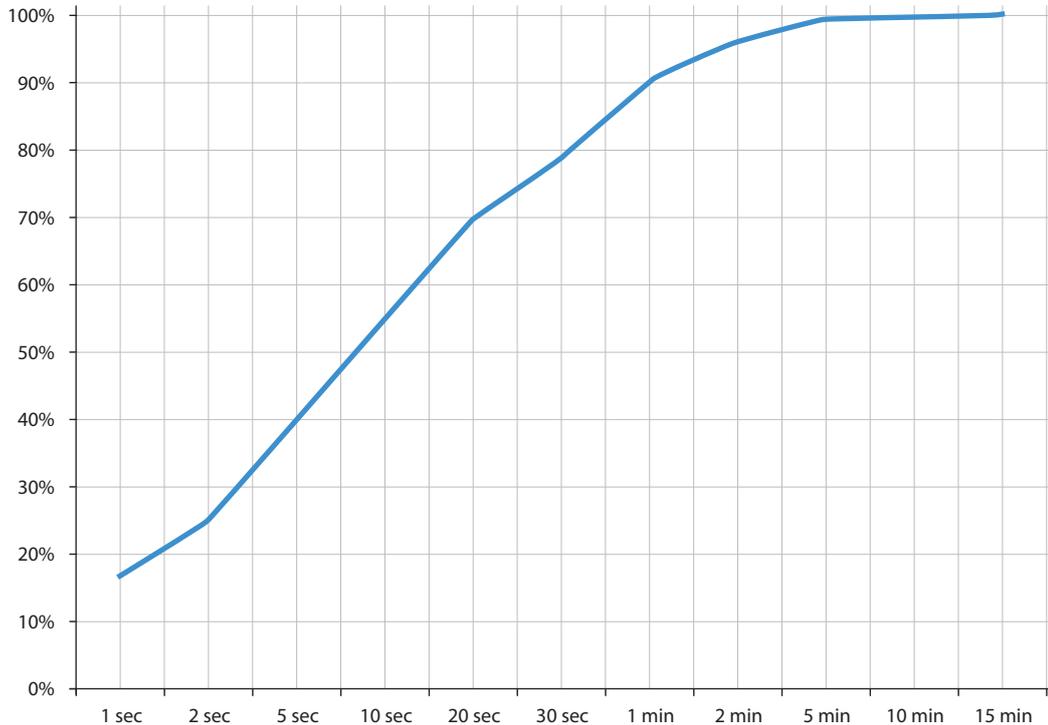
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 XJUIJO TFDPOET 5IF NBYJNVN BUUBDL UJNF JT NJOVUFT  
 B TFDPOE TFDPOET PO BO BWFSBHF 6TJOH NPEFSO DPNQVU  
 FYBNQMF \*OUFM< \$PSFw %VP BOE SFBEJOH UBCMFT GSPN B  
 SFDPNNFOEFE

5IF QSPHSBN BMTP BMMPXT UP SFTUPSF BDDFTT UP 1%' EPDVNF  
 JODMVEJOH "EWBODFE &ODSZQUJPO 4UBOEBSX JUI B IFMQ P  
 EJDUIPOBSZ TFBSDI 5IF UFDIOPMPHZ PG LFZ TFBSDI JT OPU BQ

5IF QSPHSBN PGGFST UIF CFTU XPSLJOH QBUUFSO EFQFOEJOH  
 /POŠ..9 QSPDFTTPST \*OUFM 1\*\* 1\*\*\* \$FMFSPO ".% "UIMPO \*OU  
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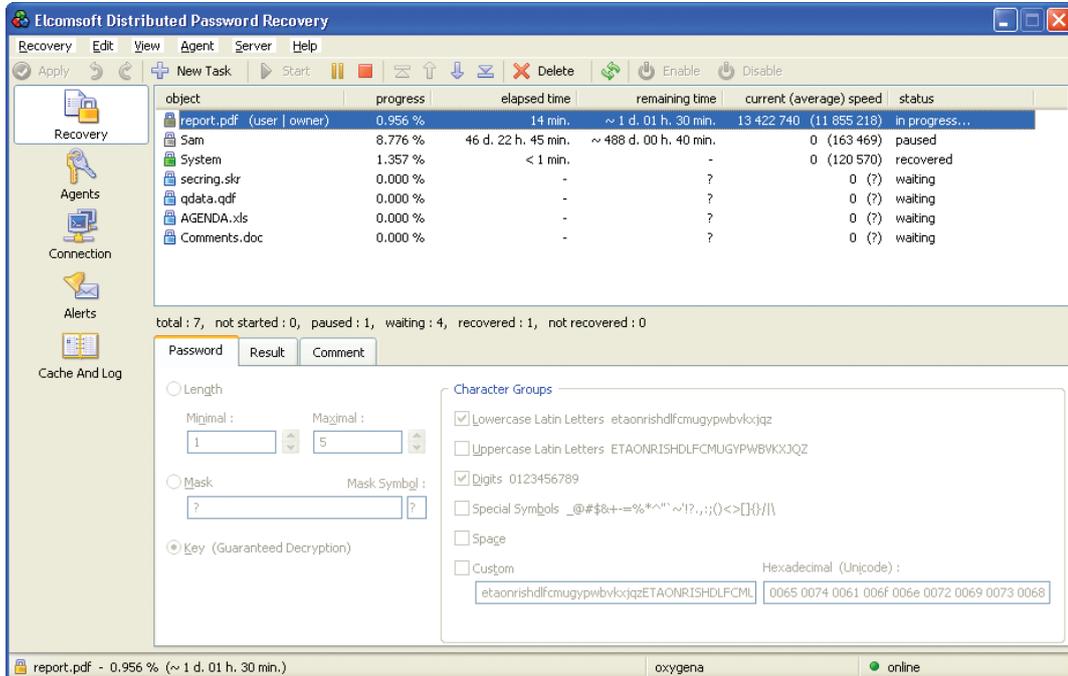
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 SFDPWFSZ PG ŠTZNCPM QBTTXPSE BOE EFDSZQUJOH GJSTU  
 DPNQMFUF JNBHF PG UIF QSPEVDU



1JDUVSF 5IF BNPVOU PG EFDSZQUFE 1%' GJMFT 7T QFSJPE PG BUUBDL

5IF BEWBOUBHFT PG VTJOH EJTUSJCVUFE DPNQVUJOH XIF TP  
 DVTTFE FBMSJFS 8IFO UBMLJOH BCPVU 1%' EPDVNFOUT ZPV N  
 JG ZPV EFBM XJUI DPOTJEFSBCMF BNPVOU PG QBQFSXPSL TBG  
 BMHPSJUINT

" QSPHSBN DPOTJTUT PG UISFF DPNQPOFOUT TFSWFS BHFOU B  
 PO UIF DPNQVUFS JO UIF MPDBM OFUXPSL DPOUSPMT UIF CSVU  
 TFUT PG QBTTXPSE DPNCJOBUIJPOT TFOU CZ UIF 4FSWFS NBZ C  
 \$POTPMF NBZ CF MBVODIFE GSPN BOZ DPNQVUFS BOE BMMPXT B  
 BOE WJFXJOH 4FSWFS UJOD BWF USJBM WFSTJPOT



1JDUVSF .BJO XJOEPX PG &MDPNTPGU %JTUSJCVUFE 1BTTXPSE 3FDPWFSZ TF

## ABOUT ELCOMSOFT

'PVOEFE JO JO .PTDPX 3VTTJB &MDPN4PGU JT B MFBEFS JO  
GPSFOTJDT NBSLFU 5IBOLT UP POFŠPGŠBŠLJOE UFDIOPMPHJFT  
XJEF SFDPHOJUJPO CPUI JO 3VTTJB BOE BCSPBE

&MDPN4PGUqT DMJFOUT JODMVEF NBOZ XFMM LOPXO JOUFSOBUJF

**High Tech** .JDSPTPGU "EPCF \*#. \$JTDP  
**Governmental** '#\* \$" 64 "SNZ 64 /BWZ %FQBSUNFOU PG %FGFODF  
**Consulting** "OEFSTFO \$POTVMUJOH %FMPJUUF 5PVDIF &ŠSOTU B  
 IPVTF\$PPQFST  
**Finance** #BOL PG "NFSJDB \$JUJCBOL &RVJGBY )4#\$ 8FMMT 'BSH  
**Telecommunications** 'SBODF 5FMFDPN #5 "5 5  
**Insurance** "MMJBO[ .JUTVJ 4VNJUPNP  
**Retail** 8BMŠ.BSU #FTU #VZ 8PPMXPSUI  
**Media&Entertainment** 4POZ &OUFSUBJONFOU  
**Manufacturing** 7PMLTXBHFO 4JFNFOF #PFJOH  
**Energy** -VLPJM 4UBUPJM  
**Pharmaceuticals** +PIOTPO +PIOTPO 1GJ[FS (MBYP4NJUI,MJOF /PWBS

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 UBUJWF QVCMJDBUJPO 'PS FYBNQMF r.JDSPTPGU &ODZDMPQ  
 ,FWJO .JUOJDL r\*5 "VEJUJOH 6TJOH \$POUSPMT UP 1SŠUFDU \*  
 JOH FYQPTFEs 4UVBSU .D\$MVSF

7JTJUXPOŠJUP GJOE PVU NPSF

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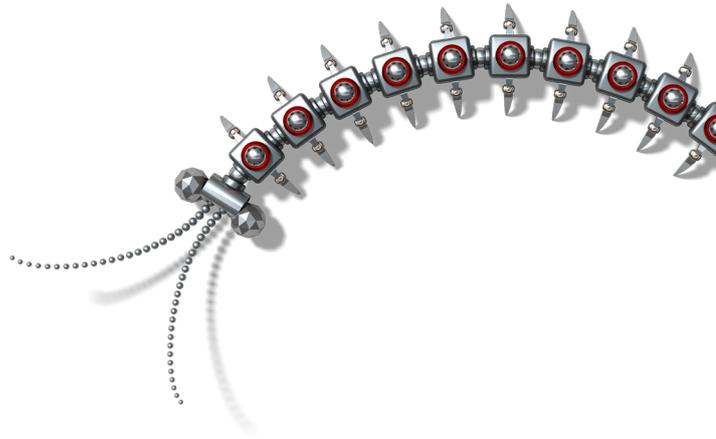
" " 9

64 UPMMSGSFF Š  
 6OJUFE ,JOHEPN Š  
 (FSNBOZ

8 & # 4 \* 5 & 4

IUUQ XXX FMDPNTPGU SV  
 IUUQ XXX FMDPNTPGU DPN  
 IUUQ XXX FMDPNTPGU EF  
 IUUQ XXX FMDPNTPGU KQ  
 IUUQ XXX FMDPNTPGU GS





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UJDF 5IJT EPDVNFOU JT OPU XBSSBOUFE UP CF FSSPSŠGSFF OPS  
TVCKFDU UP BOZ PUIFS XBSSBOUJŠT PS DPOEJUJPOT XIFUIFS FY  
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.JDSPTPGU BOE 8JOEPXT BSF SFHJTŠJFSFE USBEFNBSLT PG .JDSP  
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