



## PRESS RELEASE

HEADINGS: M&A CYBERSECURITY /ACQUISITIONS

### **I-TRACING: Strategic acquisition in Cybersecurity and Identity Access Management**

Paris, October 7, 2019 - **IDENTO, a French firm specializing in IAM (Identity and Access Management), has joined forces with the I-TRACING Group, the leading independent French provider of cyber security services.**

Through I-TRACING investment, IDENTO became part of I-TRACING Group, the independent leader in cybersecurity services in France for Fortune-500 enterprises. It remains under the control and management of its founders CEO Zahi Dib and COO Charlotte Fourcroy. Strong synergies are already operating between the two entities, both in terms of sales and technology.

#### **IDENTO, a major pure-player player in IAM (Identity and Access Management) in France**

IDENTO is a consulting and engineering firm founded in 2015 specializing in identity and access management consulting and engineering. IAM is a fast-growing and essential field in the digital transformation of companies and in Cybersecurity. The firm offers in-depth expertise to support its clients in the implementation of identity management and governance solutions, IDaaS (Identity-as-a-Service), strong authentication (MFA), SSO (Single-Sign-On) and federation of identities, but also modern and secure architecture of APIs, DAG (Data Access Governance), or CIAM (Customer IAM).

Integrating partner of the major publishers in the IAM market such as SailPoint, Okta, Ilex International, Ping Identity, Forgerock, Evidian, Kleverware, Axway. IDENTO has more than 80 customers and represents a team of about thirty expert engineers, divided between the Parisian and Nantes regions.

#### **I-TRACING, an acceleration of development in France and abroad**

I-TRACING is an important cybersecurity consulting, engineering and MSSP player focusing on Fortune 500 companies in France and abroad. This strategic acquisition will accelerate the development of the I-TRACING Group by strengthening engineering expertise in a key area of the future: the secure management of user identities and access.

IDENTO's contribution will enrich the value proposition of the I-TRACING Group to its customers in France and abroad through its subsidiaries in Hong Kong, Montreal and London.

Zahi Dib, President and Founder of IDENTO, commented: "*I-TRACING and IDENTO form a particularly relevant cybersecurity services offering and this operation is very good news for IDENTO's customers and teams. The two companies offer very complementary expertise and have a similar positioning with key accounts and mid-cap companies. I-TRACING's development in recent years is remarkable, its growth with key accounts, as well as its international development. Charlotte Fourcroy, co-founder of IDENTO and myself are thrilled about this strategic alliance, which is essential to further accelerate in the IAM market. We share with the I-TRACING management team human values and a common business vision, including entrepreneurial energy and ambition. I look forward to working together with the I-TRACING teams to strengthen the 1<sup>st</sup> independent French pure-player.*" »

## PRESS INFORMATION

The founders of I-TRACING, Theodore-Michel Vrangos and Laurent Charvériat, state: *"The strategic alliance with IDENTO represents an exceptional opportunity to bring together skills and the association of managers who share common values and a common entrepreneurial spirit. We welcome them with joy and great hope for the future. »*

It is also an asset for the development and strengthening of this independent player, one of the most important players in the French cybersecurity services sector. *"Through more than 200 operational ISS engineers and a **cumulative revenue of nearly €40 million in 2019**, we fully cover the range of Cybersecurity needs, according to all intervention modes: integration of turnkey solutions and projects, managed services MSSP, CyberSOC, audit, AMOA management, etc.* "they add.

### About IDENTO

The firm, which has more than 30 engineers' experts in IAM located between Paris and Nantes, works mainly with major players in the service, finance, industry, retail and other sectors. Its main activities are framing, project management, engineering and integration of IAM solutions, management of complex identity and digital transformation programs for information systems.

The company has an average annual growth rate of more than 100%. For the tax year 2019-2020, IDENTO's estimated revenue target is €4M.

Read more about IdentO on [www.idento.fr](http://www.idento.fr) and on social medias 

### About I-TRACING

I-TRACING is dedicated to cybersecurity services. Founded at the end of 2005 in Paris, I-TRACING is mainly owned by its founders and managers.

I-TRACING is involved in all aspects of cybersecurity needs: Cyberdefense (CyberSOC, I-CERT, Vulnerability Management Center, offensive audit, etc.), Consulting and Solution Engineering, Support and Managed Security Services.

In 2017, the French investment fund Keensight Capital became a minority shareholder of I-TRACING. The company has subsidiaries in London (United Kingdom), Hong Kong (China) and Montreal (Canada).

In 2019, the company aims for a turnover of €32 million, up 20% compared to the turnover of €28 million in 2018. The company employs 175 engineers. More than 200 companies from all economic sectors - including 30 CAC-40 companies - are its customers.

Read more about I-Tracing on [www.i-tracing.com](http://www.i-tracing.com) and on  social networks 

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### About Keensight Capital

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For almost 20 years now, our team of seasoned professionals have leveraged their knowledge in investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €15 million to €250 million.

Drawing on our expertise in the sectors of Information Technology/Internet and Healthcare/Wellbeing, we identify the best investment opportunities in Europe and work closely with management teams to develop and achieve their strategic vision.

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