



PRESS RELEASE

## Approach and Connective: a synergy for more secure and compliant digital identity and e-signature solutions

Antwerp - 06 September 2018 - Cyber security company Approach and Digital Transaction Management specialist Connective, both part of Michel Akkermans' portfolio, recently announced a focused partnership on digital identity and security.

With eIDAS and GDPR into force and new regulations like PSD2 on its way, all businesses providing digital services such as banks, lawyers, hospitals and government institutions, balance on a thin wire between compliancy and efficiency when it comes to document driven processes.

By combining the extended cyber security and compliance expertise of Approach with Connective's innovative digital solutions, their customers can rest assured that they choose and implement a trustworthy solution for their business-critical processes.

While Connective integrates all best of breed European Identity initiatives for both identification and e-signatures purposes, Approach validates that Connective's solution is compliant with all current and most stringent security and regulatory requirements without compromising on user experience.

*"Approach is extremely happy to provide advisory services around the security of the Connective solutions. Our cyber-security and compliance expertise along with our software development and integration capabilities make us ideally positioned to fulfill this role"* says David Vanderoost, CEO at Approach.

One of the most speaking examples of this collaboration is the new Belgian mobile identity initiative, itsme® of Belgian Mobile ID, which is a secured digital identification app that takes away the need for all various passwords, usernames, card readers and tokens. While Belgian Mobile ID is at the heart of the solution, Approach is their trusted partner for secure platform development.

Approach implemented, amongst other things, Connective's solution to facilitate the activation of the itsme® app via the Belgian eID (.beID).

It was during the itsme® project that both companies discovered the synergy in their collaboration. Together they strengthen their offering on the market. Not only in Belgium, but also internationally as Connective already has a footprint in The Netherlands, France and Luxembourg. With the experience they gained in the Belux market, Approach and Connective share a future vision in which they will work together on enhancing e-signature and digital identity solutions for international clients. They will also be exploring possibilities in emerging technologies and features, like leveraging blockchain for identity purposes.

Nicolas Metivier, CEO of Connective also sees huge advantages in integrating their partner's expertise in Connective's product: *"With Approach we want to make sure we embed security at the core of our solutions and that we protect our solutions and customers from cyber-risks."* David Vanderoost, CEO Approach, concludes: *"Our customers are businesses and public institutions that are security conscious. They need to protect their critical information and assets while still retaining their ability to innovate and grow. Increasing compliance demands from regulators and Europe-wide laws such as the GDPR apply even more pressure. The solutions of Connective are great enablers in that journey. Therefore we decided to make a more intensive usage of their solutions for our own security & compliance."*

For more information and their future vision on this collaboration, or if you would like to learn more about our service, please check our websites:

[www.approach.be](http://www.approach.be)

[www.connective.eu](http://www.connective.eu)

### **Background information:**

#### **About APPROACH**

APPROACH BELGIUM NV/SA, founded in 2001, is a specialized cyber-security company providing consulting and development services to business and public customers. APPROACH offers services and solutions covering the entire cybersecurity value chain, from governance and strategy through to resilient technical designs, architectures and implementations. Having our own software factory, we are uniquely positioned to develop highly secure solutions for our clients. In 2017, Approach generated revenue of 6.7 million euros and grew at a double-digit rate. More information on [www.approach.be](http://www.approach.be)

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#### **About CONNECTIVE**

Connective NV, founded in 2014, has rapidly become a reference in the financial, insurance and public sectors in the field of Digital Transaction Management. The scale-up offers solutions to digitise document driven processes and easily sign documents digitally. Companies such as BNP Paribas, Ramsay Générale de Santé, ING Bank, France Défi, AG Insurance, Delta Lloyd Life, Crelan, Nuon, Bank J. Van Breda & C°, Talentsoft, Van Lanschot Bankiers, Record Bank, Keytrade Bank, DELA, Bovémij, Bank Delen and others firmly believe in the solution offered by Connective. The company counts 50 employees and has its main office in Antwerp and a branch in Amsterdam (NL) and Paris (FR). More information on [www.connective.eu](http://www.connective.eu)

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