



Canadian Security Companies Join Forces To Introduce Innovative Security Solutions

Informatica Security Corporation, November 10, 2005

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Canadian executives now have a strong security solution for protecting corporate information assets. Channel Management International Inc. of Ottawa and Toronto-based Informatica Security Corporation have agreed to bring a strong portfolio of security, compliance and training offerings to organizations across Canada.

PR9.NET November 10, 2005 - Toronto -- Channel Management International Inc. (CMI) (www.cmi-inc.ca), Canada's premier provider of unique Canadian market channel management services announced today that it has cemented a collaborative agreement with industry leader Informatica Security Corporation (www.InformationSecurityCanada.com) to bring turnkey security solutions to Canadian corporations. The partnership is uniquely positioned to provide security capabilities to a fragmented market across the country.

Under the new agreement, CMI and Informatica contribute their market-leadership and expertise to the delivery of structured security products, consulting, analysis, training and support as part of the FlexSecure Security Solutions portfolio. Informatica president and CEO, Claudiu Popa, a recognized security professional worked on the design of the new offerings: "Our focus is to deliver integrated solutions that deliver unprecedented value to corporate clients. We are excited to be working with CMI to bring FlexSecure Solutions to the SME and Enterprise market across Canada. Our strength in standards-based security assessments, top-level strategy and consulting, training and policy implementation are a natural fit with CMI's core competencies in channel management and security product positioning."

With the Canadian security solutions market expected to grow to almost \$2B over the next 12 months, FlexSecure Solutions represent a scalable, affordable and low-risk alternative for many organizations that are still looking for strategy and implementation leadership.

"Our partnership with Informatica solidifies our presence across Canada and brings channel partners a strong portfolio of value-added security solutions backed by industry leaders. We are now supplementing our best-of-breed products with integrated support, deep expertise, top-down executive consulting, standards-based and compliance assessments, and corporate training".

The FlexSecure Solutions portfolio includes an Executive Strategy Workshop, FlexProtect Security Management and WorkLife Corporate Training solutions. The central piece is expected to be FlexSecure Verify, Informatica's flagship security audits and assessments, based on ISO17799, WebTrust and national privacy standards compliance.

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About Informatica Security Corporation

Toronto-based Informatica is Canada's leading security consulting company, with over 40 certified professionals across the country and 5 divisions dedicated to information security services.

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