SafeNet eToken provides Virgin Mobile with strong authentication for its distributors and protection for hundreds of thousands of phone activations in France each year.

**Background**
As a leading mobile network vendor, Virgin Mobile France needed to enable secure transactions for 3,000 Virgin Mobile distributors across the country. Virgin Mobile wanted to ensure that business could be conducted smoothly and securely across their countrywide network, while preventing unauthorized users from gaining access to the company’s business-critical system.

**Business Problem and Customer Need**
Seeking to replace their password-based log-in methods, the company required a strong authentication solution that would enable integration with existing systems. They turned to the leading vendors with a request for a rapidly deployable solution that would provide scalability and enable customizations to suit their specific requirements including integration with a Linux operating system, an Apache server and SQL database. Continually prioritizing the security of their IT systems and the safety of their company/customer data, Virgin Mobile France's IT department found eToken's strong authentication solution as a powerful yet convenient protection method. They selected SafeNet eToken over competing solutions due to superior integration capabilities and ease of deployment that became clear during the IT department’s thorough evaluation.

**The Solution: eToken authenticators and eToken TMS (Token Management System)**
By providing distributors with the two-factor eToken NG-OTP authentication key, efficiently managed by eToken TMS (Token Management System), Virgin Mobile France enhanced security to its vast phone activation operations throughout France. eToken NG-OTP is one of the industry's most innovative, smartcard-based hybrid USB and One Time Password (OTP) authenticators, offering all of the functionality of SafeNet's smartcard-based USB token, eToken PRO, with the addition of OTP technology for strong authentication in detached mode.

Distributors at retail centers now use the customized eToken authentication solution to secure transactions on Virgin Mobile's Internet-based phone activation system in France, providing powerful, strong authentication for the company's country-wide sales operations.
"Companies such as Virgin Mobile France realize the necessity of protecting access to a system used by third parties throughout such a large region. SafeNet eToken not only provides powerful data security, but also streamlines the life-cycle management of the full authentication solution, including the tokens themselves. We’re pleased to provide Virgin Mobile France with an easily integrated, quickly deployed SafeNet eToken solution that further strengthens their control of the phone activation process."

Shlomi Yanai, Vice President of the SafeNet Authentication Business Unit

**Benefits include:**

**Fraud reduction** - Since rolling out eToken in February 2007, replacing previous password-based log-in methods, Virgin Mobile’s French distributors have been able to consistently control distributors’ access to their system, significantly reducing fraud.

**Strong authentication** - eToken, which is about the size of an average house key, is easy to use and highly portable, allowing Virgin Mobile France’s distributors to use something they have, the SafeNet eToken, and something they know, a password, to authenticate.

**Efficient management** - SafeNet’s Token Management System (TMS) also allows Virgin Mobile France to easily and cost-effectively control the entire strong authentication process with a single, robust system – enabling full lifecycle management of eToken devices, including deployment, provisioning and ongoing maintenance of tokens provided to distributors across France.

**Future proofing** - The company was also able to cost-effectively load digital certificates onto each eToken NG-OTP device in an effort to prepare for any future needs that require such credentials.

**About SafeNet**

Founded in 1983, SafeNet is a global leader in information security. SafeNet protects its customers’ most valuable assets, including identities, transactions, communications, data and software licensing, throughout the data lifecycle. More than 25,000 customers across both commercial enterprises and government agencies and in over 100 countries trust their information security needs to SafeNet.

**About Virgin Mobile**

Virgin Mobile France, launched in April 2006, is the 4th largest mobile operator in France with more than 1 million customers. Its success is based on four keys areas: mobile phones, distribution network, customer service and marketing. For more information, visit www.virginmobile.fr.

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