

# Synchronoss and Verizon bring “BYOiD” to Enterprise and Carriers.



*Synchronoss*

Your Identity made simple and useful: For work, for life.



***Synchronoss***

# Today, we don't have an identity, we have 100. And we are at risk.

Today there are too many usernames and passwords, we are at risk of losing our valuable information to fraud and theft.

- Hard to remember
- Cumbersome and tedious
- Vulnerable to sophisticated hackers and bots.
- Onerous security protocols

The Synchronoss logo features the word "Synchronoss" in a bold, blue, sans-serif font. A blue ribbon graphic is positioned behind the letter "S", curving around it from the top left to the bottom left.

# The Synchronoss Universal ID Platform powers a "BYOiD" world.

The Synchronoss logo, identical to the one in the top left, is placed on a white ribbon that curves from the left towards the center of the slide.The Verizon logo, consisting of the word "verizon" in a bold, black, sans-serif font with a red checkmark above the final "n".

**Bring your own identity.** Thanks to a joint venture between SNCR and Verizon, your online Identity will be secure, simple, ubiquitous and easy to use for your work and your personal life.

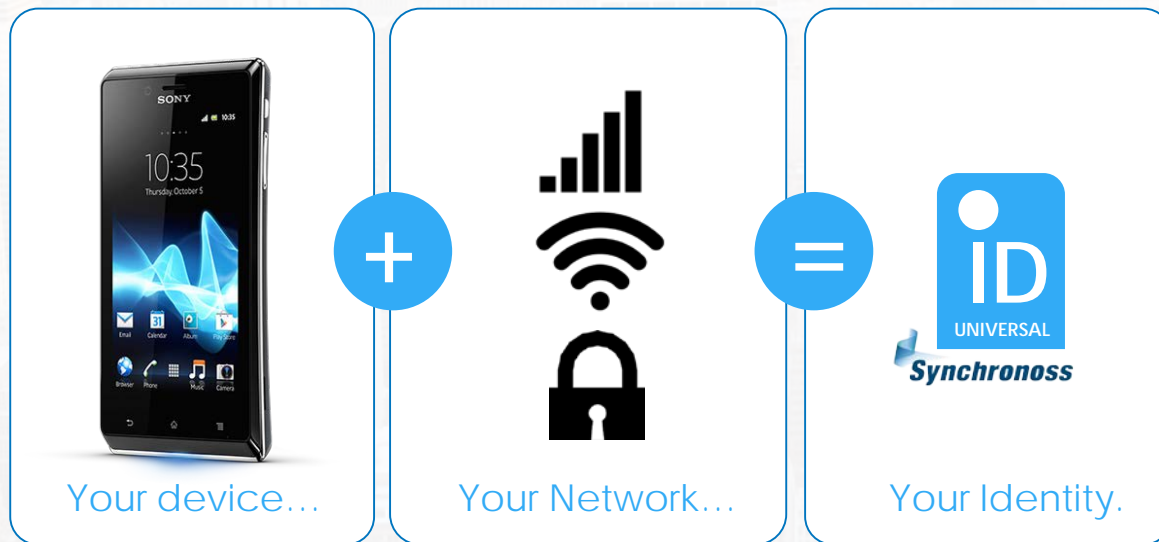
And, its going to be more powerful than any identity you've ever had. Its your Identity, on your device, through your network.

The Synchronoss logo, featuring the word "Synchronoss" in a bold, blue, sans-serif font with a blue ribbon graphic behind the "S".

**Your Identify. For work, for life.**

# BYOiD: A simple formula for an identity that does the work for you.

No username/password. No typing or remembering. Fast and secure... Just access your network.




For work,  
for life.

# An easier way to ID.

\*\*\*\*\*

PIN Verification



QR Code

Go!

Tap-n-Go

- ✓ More secure
- ✓ Used for higher value transactions
- ✓ Multi factor authentication combines something you know with something you have





# For work, for life, BYOiD makes secure identity EASY.

Your device...

Your network...

## For Work...

Ubiquitous access to heavily secure, regulated applications.



*Synchronoss*

## For Life...

Tap 'n Go access to your secure content.

ID Proofing | Multi-Factor Authentication | Profiles and Personas



We've teamed up with most advanced tech leaders to unlock the power of BYOiD.



#1

Exclusive enterprise mobile joint venture with industry leading innovator for regulated enterprise, Goldman Sachs.



3.5B

Addressable subscriber market from worldwide carrier customer base.



100M

Commitment to deploy solution to consumer subscriber base.

30

Large enterprise accounts

# SNCR's Global Carrier Distribution means BYOiD can ease the suffering of 3.5B subscribers worldwide.

#1 & #2  
North America Carriers



#1 & #2  
EMEA Carriers

#2  
APAC Carriers



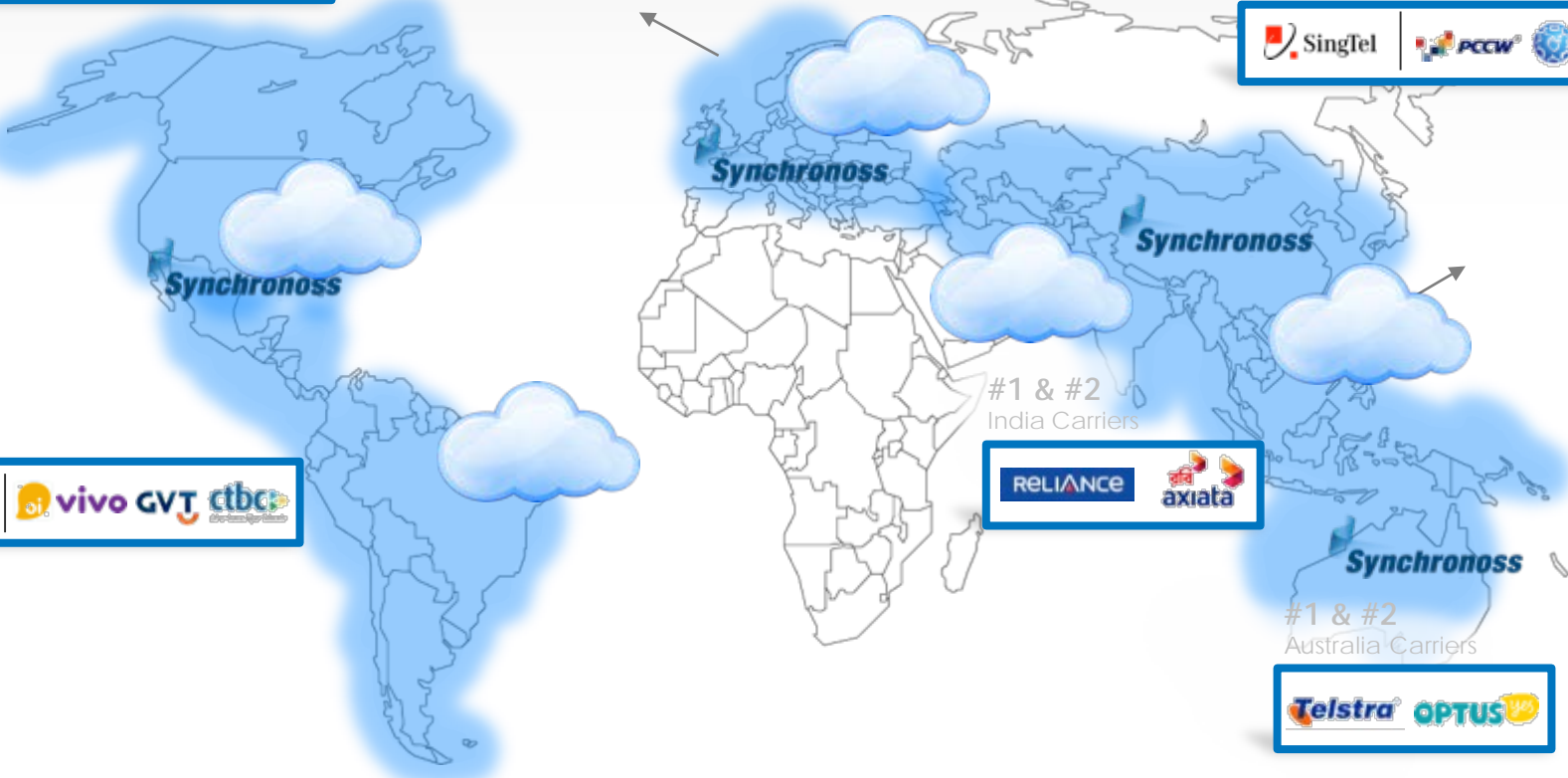
#1  
LATAM Carrier



#1 & #2  
India Carriers



#1 & #2  
Australia Carriers






# A significant boost to the EMM market opportunity.

**EMM**

- Enter EMM market through joint venture with Goldman Sachs




**IAM/MFA**

- Capitalize on strong growth opportunities for combined EMM/MFA offering



<b>Rationale</b>	<ul style="list-style-type: none"> <li>Anchor client of GS that can be leveraged to penetrate market</li> <li>Differentiated through security-first approach</li> </ul>				
<b>Solution</b>	<ul style="list-style-type: none"> <li>PIM (Orbit)</li> <li>Mobile Data Protection (Lagoon)</li> <li>Collaboration (Workspace)</li> </ul>				
<b>Market Opportunity</b>	<table border="1"> <tr> <td><b>\$6.8B</b></td> <td><b>39%</b></td> </tr> <tr> <td>WW 2019 Market</td> <td>2014—2019 CAGR</td> </tr> </table>	<b>\$6.8B</b>	<b>39%</b>	WW 2019 Market	2014—2019 CAGR
<b>\$6.8B</b>	<b>39%</b>				
WW 2019 Market	2014—2019 CAGR				

<b>Rationale</b>	<ul style="list-style-type: none"> <li>Create comprehensive solution to solve identity, fraud and cyber threats</li> </ul>				
<b>Solution</b>	<ul style="list-style-type: none"> <li>LOA1 through LOA 3 ID proofing</li> <li>FICAM-certified</li> <li>Multi-Factor-Authentication (MFA)</li> </ul>				
<b>Market Opportunity</b>	<table border="1"> <tr> <td><b>\$8.2B</b></td> <td><b>18%</b></td> </tr> <tr> <td>WW 2019 Market</td> <td>2014—2019 CAGR</td> </tr> </table>	<b>\$8.2B</b>	<b>18%</b>	WW 2019 Market	2014—2019 CAGR
<b>\$8.2B</b>	<b>18%</b>				
WW 2019 Market	2014—2019 CAGR				

**Total Market Size**

**\$15B**  
WW 2019 Market

**25%**  
2015- 2019 CAGR

# Synchronoss Universal ID Platform.



- Single Sign-On (SSO)
- Frictionless, multi-factor identity authentication
- Flexible levels of security based on roles based authentication
- Millions of ID's managed
- Enterprises, Governments, end users