



VALICERT ENABLES HANWHA'S SECURE ONLINE COMMERCE INITIATIVE

“ Hanwha's i-Procurement purchasing and bidding system will provide secure e-Business capabilities to our customers and partners and will significantly reduce costs. ValiCert's technology will give us the edge we need to maintain leadership, and will provide our users with an end-to-end solution for conducting secure transactions on the Internet. ”



Dr. Cheoung-Nam Lee

Managing Director, Hanwha Group

SOLUTION OVERVIEW

ORGANIZATION

Hanwha Group www.hanwha.co.kr

CHALLENGE

To convert an electronic commerce infrastructure from dedicated private networks to the Internet.

SOLUTION

ValiCert SecureTransport™
http://www.valicert.com/html/secure_transport.html

ValiCert Digital Receipt Solutions™
http://www.valicert.com/html/receipt_products.html

RESULTS

ValiCert's solution will enable Hanwha to securely exchange legally-binding, digital documents over the Internet with its worldwide customer and partner base, while cutting sales-related costs by more than 10%.

PLATFORMS

SecureTransport:
SunUltra 60, Solaris 2.6/2.7
Pentium II, Windows 98, NT 4.0

Digital Receipt Solutions:
Sun SPARC, Solaris 2.6/2.7
Pentium III, NT 4.0
Database: Oracle 8i

Hanwha Group is one of South Korea's largest *chaebols* (conglomerates), with companies in the chemical, trade, retail, construction, telecommunications, pharmaceuticals, financial, and other industries. With such widespread and diverse ventures, Hanwha aggressively seeks to cut inefficiencies and streamline business processes.

With its new i-Procurement solution, powered by ValiCert products, Hanwha expects to cut its sales-related costs by more than 10 percent.

Leaving Leased Lines

Hanwha, like many other companies, currently uses land-based leased lines to conduct important business transactions and exchanges. While leased lines are inherently private and secure, they involve high subscription and maintenance costs. Hanwha realized that it could improve efficiency and cut costs significantly by eliminating leased lines and conducting e-Transactions over the Internet. To this end, Hanwha set out to develop a web-based procurement application called i-Procurement.

Since the i-Procurement system facilitates data exchange over public networks, where the risk of corruption and infiltration is high, one of Hanwha's major concerns was ensuring the security of data transfer. Additionally, the transition to the paperless world of web-based commerce created a need for tamper-proof, binding digital records of purchases and other exchanges for audit trails and dispute-resolution.

Thus, the integration of a solution that addressed secure data transfer, and transaction non-repudiation and proof, was central to Hanwha's i-Procurement effort. After evaluating a number of potential key solution partners, Hanwha selected ValiCert to provide these critical components.

ValiCert – Securing All Phases of an e-Transaction

All transactions inevitably involve transfer of sensitive data, such as credit and purchase information. Hanwha had a need for a product that ensures secure file transfer via public networks, such as the Internet and corporate ex-

tranets. ValiCert SecureTransport™ was a perfect solution, allowing standards-based, high-performance, guaranteed, secure transfer of sensitive data.

As part of its i-Procurement implementation, Hanwha is also deploying ValiCert Digital Receipt Solutions™, which provides a robust proof infrastructure for e-Transactions. This solution ensures that for all transactions, unforgeable, and legal-grade confirmations are automatically generated and stored.

These Transaction Confirmations record transaction details and offer proof of occurrence and non-repudiation; they may be used for tax and audit purposes, and for increasing the efficiency of dispute resolution processes.

Hanwha is now in a position to streamline its procurement process; instead of having to maintain an expensive, intricate network of leased lines between each of its subsidiaries and suppliers, it

empowers them to exchange data on the Internet in a secure, cost-effective, and transparent fashion. The two ValiCert products, SecureTransport and Digital Receipt Solutions, are components of the ValiCert B2B Express™ solution, which will enable Hanwha to manage transaction security and auditability very effectively. This solution will help lower overall cost associated with fraud, dispute resolution, and paper-based processes.

ValiCert — A Committed Partner

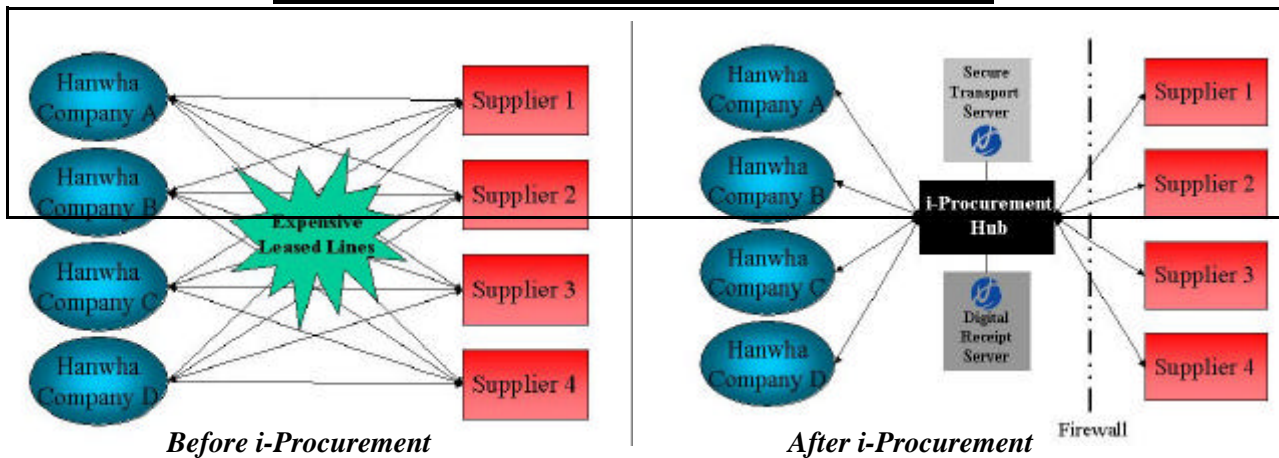
ValiCert’s open, scalable, and standards-based offerings made it an attractive choice for Hanwha. Furthermore, Hanwha appreciated ValiCert’s commitment to provide complete and reliable support throughout the relationship.

“ValiCert is a technology leader and its open, flexible solution is a perfect match for our i-Procurement product.

We look forward to providing its secure e-Business capabilities to our customers and partners around the world,” said Dr. Cheoung-Nam Lee, Managing Director of Hanwha Group.

“The addition of ValiCert’s technology will give us the edge we need to maintain leadership in one of the fastest-growing markets in the world, by providing our users with an end-to-end solution for conducting secure transactions on the Internet,” Lee emphasized.

Transaction Flow in Hanwha’s Procurement Process



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