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## **MagiQ Technologies Announces European Distribution Channel; Duepigreco to Distribute MagiQ's QPN**

*New VP Worldwide Sales Will Continue Expansion of the World's First  
Quantum Cryptography Sales Channel*

**SAN FRANCISCO, CA – FEBRUARY 25, 2004** – MagiQ Technologies, Inc., *the* quantum information processing (QIP) company, today announced from the 2004 RSA Conference that Duepigreco, a leading security consultancy and services company based in Naples, Italy, will be its first European channel partner. MagiQ's new vice president of worldwide sales, Kevin Latraverse, will drive the channel's expansion in the US and abroad.

"We've spent the recent past demonstrating to domestic enterprises how unbreakable encryption can benefit them, and now, with Duepigreco's help, we are bringing that value proposition to Europe and the world," said Bob Gelfond, CEO of MagiQ Technologies. "Further, bringing on a sales champion like Kevin Latraverse to run our global sales efforts will help ensure that our momentum continues."

MagiQ Technologies, recently named a 2004 Technology Pioneer by the World Economic Forum, is the first company to offer a working quantum cryptography solution. The product, MagiQ QPN 3505, is the world's first commercially available quantum key distribution (QKD) system.

### **Future-Proof Security Now A Reality in Europe and the World**

MagiQ's first European distributor will be Duepigreco, a leading security consultancy and services company based in Naples, Italy. Duepigreco installs and supports high-end security solutions for government, financial services, military, and other corporate environments where security is critical. While Duepigreco's reach extends throughout Europe, the company's primary areas of geographic focus are Southern Europe and the Mediterranean area.

"Our extensive background with physics fits well with the area of quantum cryptography, and we are excited about this partnership on several levels," said Nino Capasso, co-founder and CEO of Duepigreco. "We work with many client organizations that hold security as their #1 priority, and being able to offer them a provably unbreakable encryption solution is a huge step forward for us and our customers."

The partnership was made possible through Italy's ENEA, an agency that facilitates international business cooperation for technology, energy, and environmental companies throughout Italy.

This follows MagiQ's announcement at RSA 2004 yesterday that Nissho Electronics would serve as its Japanese distributor. [Editor's Note: See "MagiQ Technologies Announces International Distribution Channel," 2/24/04]

### **Channel will Benefit from New VP's Experience**

Kevin Latraverse, MagiQ's new vice president of worldwide sales, has 25 years of experience in high technology and broad experience in the security field. His expertise is in building, growing and managing worldwide sales organizations. His most recent role was president of KELEMA Solutions, a sales and marketing firm that worked with organizations to develop distribution strategies and build revenue channels.

"I have always enjoyed the security space, working with resellers, and the ability to offer something cutting edge that no one else can," said Latraverse. "The position with MagiQ combines all of these elements into a global position and I am excited to help bring quantum cryptography to our markets here in the US and abroad."

Prior to KELEMA, Mr. Latraverse was executive vice president of worldwide sales and operations for ION Networks, a provider of secure network management and monitoring platforms. At ION Networks, he quadrupled revenues, revamped the manufacturing organization, and reorganized and rebuilt the management team. In addition, he was instrumental in raising growth capital and developing key relationships with analysts and investment bankers. Before ION Networks, he was vice president and general manager at Isolation Systems, Inc., a VPN startup.

### **About MagiQ Technologies, Inc.**

MagiQ Technologies ([www.magiqtech.com](http://www.magiqtech.com)) is *the* quantum information processing (QIP) company. Through its unique blend of science, business and engineering expertise, the Company is the first to commercialize the advancements in quantum information to benefit forward-looking organizations seeking competitive advantage through technology. Founded in 1999, MagiQ is a privately-held company headquartered in New York City with research & development laboratories in Somerville, Mass.

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