

## PRESS RELEASE

### *NewTech Solutions Group to distribute GALITT Personalization Validation Tools in Venezuela*

**Boulogne (France), June 22<sup>nd</sup>, 2010**

**NewTech Solutions Group** announced its alliance with **GALITT** to offer personalization validation tools, the VISUCARD<sup>®</sup> products, in Venezuela. The distribution agreement allows **NewTech Solutions Group** to sell and support **GALITT**'s tools to facilitate the control and the validation of any contact and contactless cards.

The agreement also allows NewTech to sell and support the KaNest<sup>®</sup>, KaNest<sup>®</sup>-FILE and KaNest<sup>®</sup>-ICC testing and certification tools.

Albaro Larrazabal, Director of NewTech Solutions Group declared: "NewTech Solutions Group is very confident with its new business relationship with GALITT, particularly with its tool, VISUCARD<sup>®</sup>, which has been classified as essential for the Personalization Bureaus in the new EMV card issuance process. Our customers have made VISUCARD<sup>®</sup> its daily tool that provides a value-added relevance to the issuance process of EMV bank cards, with notable advantages and Spanish interface."

François INGLEBERT, Sales Director, Software Products of GALITT, stated: "we believe that the high level of expertise in payment card provided by NewTech Solutions Group in Venezuela will allow the local stakeholders to leverage the use of our tools in order to secure the issuance of contact and contactless cards. Their local knowledge and reputation as well as the trust of their current customers make us comfortable that this partnership will be successful".

The VISUCARD<sup>®</sup> products are a range of personalization validation tools supporting contact and contactless cards, implementing test plans provided by international brands and qualified by the major ones. Thus VISUCARD<sup>®</sup> GPVT is confirmed by Visa and VISUCARD<sup>®</sup> MCW is qualified by MasterCard. Furthermore VISUCARD<sup>®</sup> products enable the personalization of contact and contactless test cards, the control of keys using the KeyControl<sup>™</sup> module which interfaces with HSM and a full multi-application feature. Issuers and personalization bureaus have the ability of defining card profiles combining applications with their own validation rules and implementing cross-checks.

**About NewTech Solutions Group** ([www.newtechve.com](http://www.newtechve.com)) – In Newtech we used a combination of technological expertise and knowledge of the market to develop projects specially adapted to the necessities of our clients in Latin America and the Caribbean. We want offer a full range of applications to be handled through a single tool, "Smart Cards". With office in Venezuela and Puerto Rico, In the last 5 years Newtech has developed skills and expertise in EMV Migration, giving support to Banks in all the steps necessary for a successful transition from magstripe to chip.

#### **GALITT**

SAS au capital de 2 667 744 euros  
RCS Nanterre B 329 822 514 - TVA FR42 329 822 514

29 rue Vauthier – 92100 Boulogne – France  
Tél. : +33 1 46 99 69 00 – Fax : +33 1 46 99 69 23  
[www.galitt.com](http://www.galitt.com) – [contact@galitt.com](mailto:contact@galitt.com)



**About GALITT** ([www.galitt.com](http://www.galitt.com)) – GALITT gathers more than 20 years of experience in mastering e-transactions. Consulting services on payment systems cover the whole project cycle: ANTICIPATE – INITIATE – BUILD – IMPROVE, from a marketing to a technical approach. Company competences include: business consulting, EFT business analysis, design and specifications, project management, acceptance testing and audit. GALITT organizes training sessions dedicated to payments systems and card technologies. GALITT also offers engineering services on transaction systems and embedded software (programming, maintenance), and provides software including simulators (KaNest<sup>®</sup>, KaNest<sup>®</sup>-ICC), personalization verification tools (VISUCARD<sup>®</sup>) and added value solutions (VISUBANK<sup>®</sup>, private labels...).

GALITT is the recognized leader in France in all its businesses, and the worldwide leader in providing test tools.

Being a reference in the electronic transaction business, GALITT is leveraging internal synergies to provide integrated added value services to the industry.

**Contacts:**

*Business Development*  
**Mauricio Quezada**  
tel.: +58(212)959.58.78  
[mquezada@newtechve.com](mailto:mquezada@newtechve.com)

*Press Relations*  
**Isabelle PUJADAS**  
Tel.: +33 1 46 99 69 01  
[i.pujadas@galitt.com](mailto:i.pujadas@galitt.com)