

## Triumfant's Tech to be Bundled with Dell's computers

**By Darlene Darcy**  
staff reporter

A Rockville startup has signed a partnership with computer giant Dell Inc. to widen its footprint in the multibillion-dollar federal market for information technology, as agencies try to meet heightened security standards.

Triumfant Inc. officials said their company's security compliance software will be sold pre-installed on Dell computers to federal customers running Microsoft Windows XP and Vista operating systems.

"Our collaboration with Dell validates the approach we have taken to automate the process of monitoring and enforcing IT policies," said John Prisco, the company's chief executive officer.

Triumfant's software, designed for computers with either of the two Windows operating systems, is meant to allow agencies to meet a mandate issued in March 2007 by the White House Office of Management and Budget.

The mandate, called the Federal Desktop Core Configuration, outlines standard configuration settings and security controls established by Microsoft Corp., the Department of Defense, the Department of Homeland Security and the National Institute of

Standards and Technology, a nonregulatory agency within the Department of Commerce.

All federal agencies were given until Feb. 1 to meet the new standards intended to improve information security while reducing overall IT costs to the government.

Triumfant's software keeps IT systems compliant by collecting configuration data from computers, documenting and reporting those settings, and automatically correcting any noncompliant settings it identifies.

The company, which was founded in 2002, is backed by venture firms D.C.-based Core Capital Partners, Bethesda-based Novak Biddle Venture Partners and Santa Monica, Calif.-based Anthem Venture Partners, which invested \$9 million in the company in 2006.

Since Triumfant began selling its product just over a year ago, the company's efforts to sell to the public sector had only "scratched the surface," Prisco said. Its early wins were contracts with the Army and U.S. courts system.

Now Dell, a leading hardware vendor in the federal market, gives Triumfant a large sales channel to build up its modest federal presence.

“We're not seeing a slowdown in terms of spending in the area of compliance,” Prisco said. “It seems to be a little harder than the rest of the IT space.”

Federal agencies spent \$5.9 billion in fiscal 2007 to secure the government's total IT investment of about \$65 billion through information security measures, according to a March report to Congress by the Office of Management and Budget.

Yet agencies are still just beginning to implement automated enforcement of configurations through products such as those that Triumfant offers, which must be validated by the National Institute of Standards and Technology.

The agencies also are still testing the configurations offline to determine whether increased security controls will adversely affect their networks, according to the Office of Management and Budget report.

“Agencies continue to make progress on fully implementing and adopting the complete FDCC settings,” said Karen Evans, administrator of e-government and information technology for the Office of Management and Budget. “Vendors have responded favorably to the FDCC and are working with NIST on any technical challenges.”

Triumfant's competitors, including Herndon-based Secure Elements Inc., also have begun winning their share of the work.

In April, Secure Elements, backed by D.C.-based The Carlyle Group and Menlo Park, Calif.-based Doll Capital Management, announced it won a governmentwide contract with 27 agencies to provide its software to meet Federal Desktop Core Configuration standards.

“Being located in the Washington area and the government having such a need

for IT compliance software, [the public-sector] was a natural fit for us,” Prisco said.

Even so, the company also is targeting commercial customers in industries such as financial services and health care, which are heavily regulated.

“As a startup company you have to pay your dues and develop a reputation,” Prisco said. “On many levels [Dell's] positioning with the [federal] clients and with their endorsement, all of those things are extremely beneficial to a young company.”■