

# Area X.O – Drive the Future

## Virgil Systems

### The Story

Virgil Systems is a Canadian startup that assures the confidentiality, integrity and availability of data with its middleware solution. Its customers include the U.S. Department of Defense.

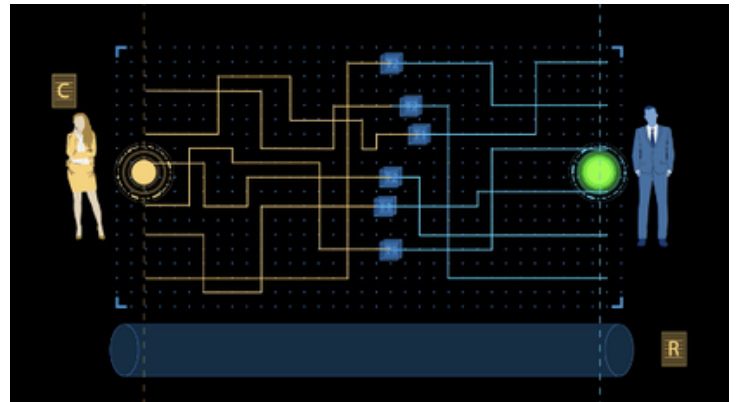
Imagine a search-and-rescue scenario where responders are communicating over 4G, 5G and WiFi networks. Virgil Systems ensures that all users can seamlessly connect in the face of communications adversity that such a scenario inevitably delivers.

And, if any data gets damaged during transmission, Virgil Systems can recreate it, even if 80 per cent of it is destroyed.

### The Obstacle

Virgil Systems has a contract whose fulfilment requires proving its technology in a real-world setting.

If you're serving customers like the U.S. Department of Defense you want to prove to them that absolutely no one can intercept their communication when they're in a hostile environment. For frontline personnel to have assured communications availability and integrity is critical for mission success and personal safety, says Yaron Vorona, COO of Virgil Systems.



## VIRGIL SYSTEMS

### The Solution

Area X.O is just the place for Virgil Systems to run this demonstration and fulfil its contractual requirements. And, by being able to film the demonstration, they will have collateral to show other potential customers, thereby generating additional sales and assisting in current and future fundraising efforts.

The demo will also allow Virgil Systems to collect the additional collateral it needs for future engagements, showing how its communication system is used during a simulated search and rescue operation within the Area X.O grounds. Virgil Systems says its middleware provides a level of security that's never existed before. Now it can prove that.

## The Update and the Future

For its demonstration, Area X.O offered all of the infrastructure Virgil Systems would otherwise have to put together itself.

“The fact that we’re able to use all of this infrastructure and have it all in place is a force multiplier,” Vorona says.

The company plans to continue to expand its customer base and is looking at how it can expand its offerings to the health care, financial services, and critical infrastructure sectors.



## Testimonial

“Area X.O is putting in place all of the infrastructure that we’d have to somehow put together ourselves. Would we be able to? Not to the extent that Area X.O has — it would be less complete. Area X.O is such an important part of the capital region and national innovation strategy and for us to forge a relationship with all of the key stakeholders is an amazing opportunity.”

- **Yaron Vorona, COO**  
Virgil Systems

## Get Connected!

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