

The end of passwords - The future of authentication

Yubico as a Service



PROaction
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Focus with Clico in CEE 2026



7 x Sales regions in CEE

- Clico Poland (HQ)
- Clico Czech & Slovakia
- Clico Romania
- **Clico Hungary**
- Clico Bulgaria
- Clico Adriatic
- Clico Ukraine



10 x Focus countries

- Poland
- Czech Republic
- Slovakia
- Romania
- **Hungary**
- Serbia
- Ukraine
- Slovenia
- Croatia
- Bulgaria



6 x Supported countries

Albania, Bosnia & Herzegovina, Montenegro, Kosovo, Moldova, Macedonia



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Agenda



Cyber Security Landscape Hungary

Analysis of the evolving threat environment and defensive strategies specific to the Hungarian market.



Yubico as a Service

Scalable, subscription-based delivery models for enterprise-grade security keys and management tools.



Yubikey - Passwordless is here!

Moving beyond traditional passwords with hardware-backed, phishing-resistant authentication solutions.

Yubico - World leader in authentication



Global Heritage

Founded 2007

Headquartered in Sweden

US Expansion

Silicon Valley office since 2011

Global Scale

40M+ Yubikeys sold worldwide



Industry Pioneer

FIDO Founder

Inventor of U2F, FIDO, and Passkey

HW Auth Leader

Market leader for hardware-based security

Rich Ecosystem

1,000+ technology partners



Trusted by Giants

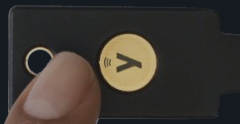
19/20

US tech giants are customers



Passwordless is here!

MADE IN SWEDEN



IT security is changing

What must future-oriented IT security concepts take into account:



Heterogeneous network environments

Security, Mobile, Network, Applications into one “holistic IT concepts”.



Hybrid infrastructures

Consider on-prem, legacy, mobility, and CaaS environments.



Business & private applications

2/3 of employees use personal devices; account for public WiFi and private accounts.



Avoid image damage

Protect against attacks that make a company appear fragile or untrustworthy.



Human-centric security

Relieve people of the obligation to make safety-relevant decisions themselves.



AI powered Cyber Attacks

Securing Digital Identities in the Age of AI is a critical new frontier.

Attackers no longer hack, they simply log in!

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CYBER SECURITY LANDSCAPE



HUNGARY AT A GLANCE



80%

of security breaches are caused by **stolen credentials** due to human errors!



60,000+

Attack attempts per day during major campaigns

Standard daily volume ranges from 1,000 to 10,000 attempts.

continue to increase.



MATURITY & CHALLENGES

of organizations rate their cybersecurity maturity as medium or low.

TOP CHALLENGES

- Lack of skilled professionals
- Legacy systems and Technical debt
- Budget constraints
- Low cyber awareness



STRENGTHEN IDENTITY SECURITY
MFA, Zero Trust and least privilege access



IMPROVE THREAT DETECTION
SIEM, XDR and intelligence-driven monitoring



BUILD RESILIENCE
Backup, incident response and business continuity



INVEST IN PEOPLE
Cyber skills, training and security awareness



COLLABORATE
Public-private partnerships and information sharing



will continue to grow.



Organizations must prioritize cyber resilience and proactive defense.

Cybersecurity is a business enabler and a national priority.



TOGETHER FOR A SECURE HUNGARY
Stronger defenses. Smarter cooperation. Safer future.



Be Aware.
Know the risks.



Be Prepared.
Strengthen your defense.



Be Resilient.
Recover and adapt.



Secure Hungary.
Secure our future.

Be prepared:



NIS2 & Regulations in Hungary

NIS2 is the EU Directive on measures a high level of cybersecurity across the EU. It aims to strengthen resilience and ensure a common level of security.

NIS2 is transposed in Hungarian law by Act CXXVIII of 2024

Why it Matters

- Builds cyber resilience & improves incident reporting.
- Ensures business continuity across key sectors.
- Protects critical information infrastructure.

Key Obligations under NIS2

- Risk Management & Incident Reporting (in 24h).
- Supply Chain Security: Manage risks.
- Awareness & Training: Ensure Security education.
- Management: Responsible for compliance.

Entities In Scope

Essential Entities

That play a role in essential services or economy

Important Entities

Whose services are critical for the maintenance of vital societal or economic activities

NIS2 Directive: Implications for MFA



Fundamental Security

The NIS2 Directive lists **MFA as a fundamental security measure** to help companies increase their cyber resilience.

First Critical Step

The first and most important step is to **implement MFA** to secure all accounts.

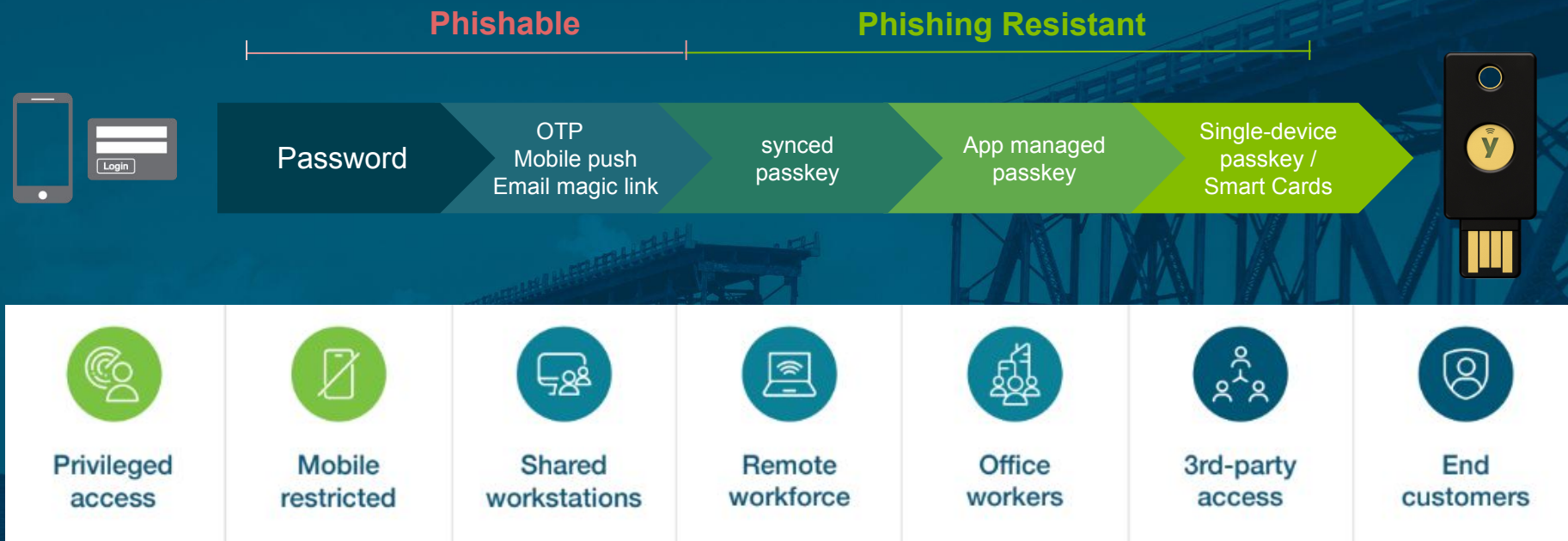
Legacy MFA Risks

SMS OTP and basic push apps **are not phishing-resistant**. They cannot be considered strong forms of MFA for NIS2 compliance.

The Gold Standard

Phishing-resistant MFA is a key cybersecurity practice helping organizations comply with **NIS2** and protect critical data.

Fast-track NIS2 compliance with the YubiKey



Ensure compliance with MFA requirements by implementing the YubiKey!
For high assurance across complete supply chain!
Phishing-resistant MFA implementation for all users and systems!

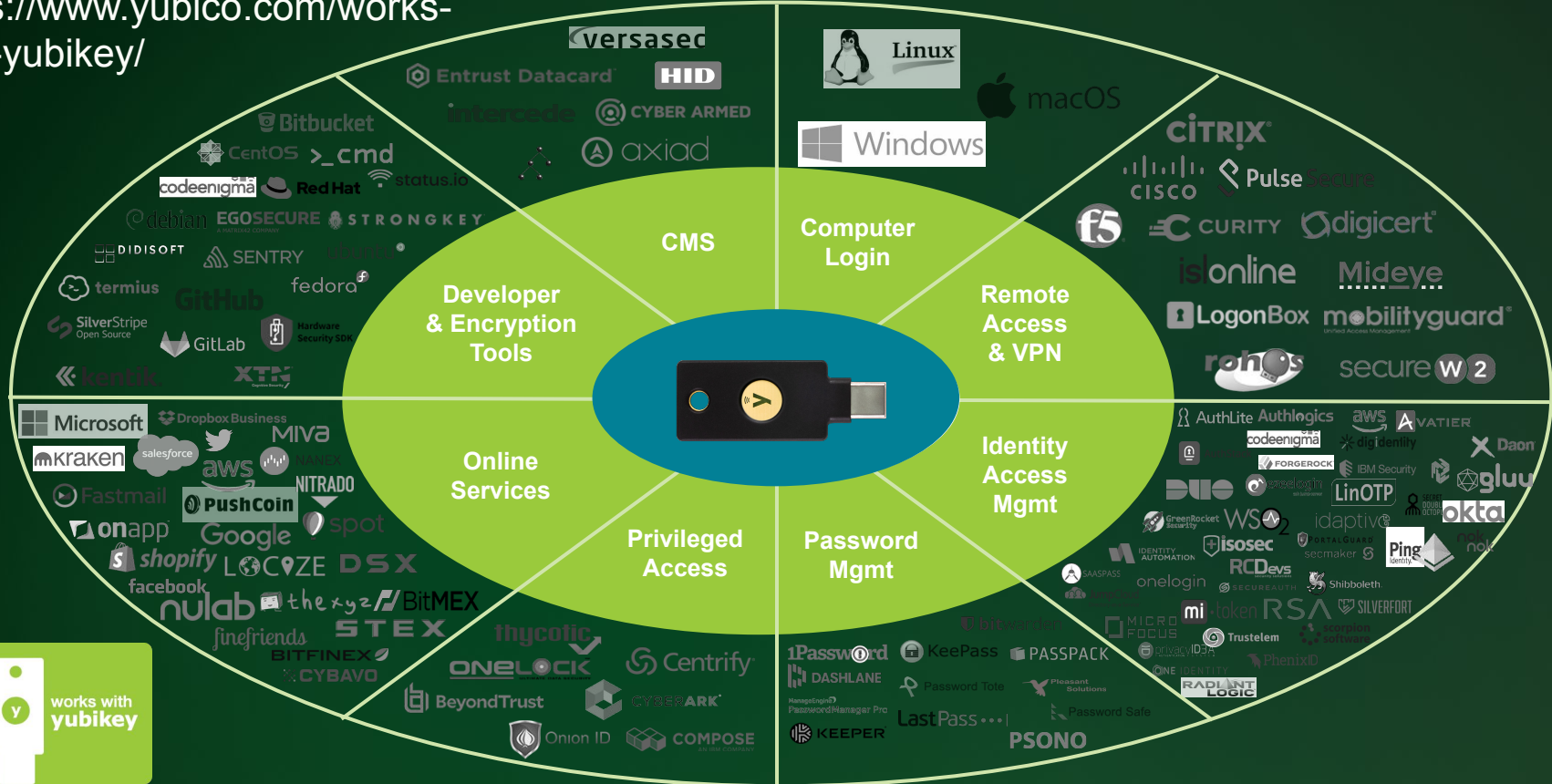
The Yubikey - Passwordless is here

*Secure authentication, relieve the user of
responsibility!*



YubiKey works with 1000+ applications

<https://www.yubico.com/works-with-yubikey/>



PROTECT AGAINST PHISHING THREATS WITH MFA FROM YUBICO

Stop phishing. Protect identities. Secure your organization. YubiKey hardware authentication makes phishing-resistant MFA easy and effective.



Stops Phishing

YubiKeys use phishing-resistant FIDO2 technology. No passwords to steal, no codes to intercept.



Strong MFA

Add a second factor that attackers can't fake or steal.



Simple for Users

Fast, easy authentication with a tap or touch.

HOW PHISHING ATTACKS WORK



1. PHISHING EMAIL

Attacker sends a fake email that looks real.



2. FAKE LOGIN PAGE

User is tricked into entering their username and password.



3. CREDENTIALS STOLEN

Attacker gets access and can take over accounts.

HOW YUBIKEY MFA PROTECTS YOU



1. PHISHING EMAIL

Attacker sends a fake email that looks real.



2. LOGIN ATTEMPT

User enters their username and password.



3. VERIFY WITH YUBIKEY

User verifies with YubiKey (touch or tap).



4. ACCESS GRANTED

Only legitimate users can successfully sign in.

WITH YUBIKEY, STOLEN PASSWORDS ARE USELESS. PHISHING ATTEMPTS ARE STOPPED.

WHY YUBIKEY + MFA?



Phishing-Resistant

FIDO2/WebAuthn makes phishing nearly impossible.



Stronger Security

Eliminates reliance on passwords and one-time codes.



User-Friendly

Works across devices and platforms. Easy to deploy and use.



Proven & Trusted

Used by millions worldwide, including governments and enterprises.

YUBIKEY MFA: HOW IT WORKS



Something You Know (Password)

+



Something You Have (YubiKey)

=



Strong, Phishing-Resistant Access

WORKS WITH LEADING SERVICES



Microsoft



Google



Okta



Entra ID (Azure AD)

and hundreds of other apps and platforms.

IDEAL FOR EVERY ORGANIZATION



Remote Teams



IT Admins



Finance Teams



Executives



Public Sector & Critical Infra



DON'T LET PHISHING BE THE WEAK LINK.

Secure every sign-in with phishing-resistant MFA from Yubico.



Learn more at yubico.com

yubico



Phishing-resistant by design



Passwordless ready



Built for modern security

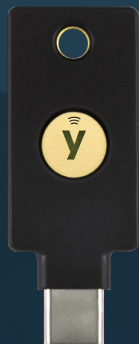


Protect what matters. Secure Hungary. Secure your future.

A YubiKey for all needs



YubiKey 5 NFC



YubiKey 5C NFC



YubiKey 5Ci



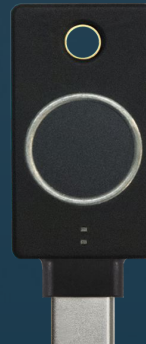
YubiKey 5C



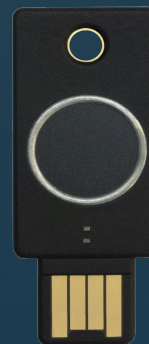
YubiKey 5
Nano



YubiKey 5C
Nano



YubiKey C Bio



YubiKey Bio



Security Key
NFC



Security Key C
NFC

YubiKey 5 Series

FIDO2

U2F

PIV

HOTP

TOTP

YubiOTP

Password

OpenPGP

YubiKey Bio Series

FIDO2

U2F

PIV

Security Key Series

FIDO2

U2F

From 50 to 5,000 Users: The Deployment Headache



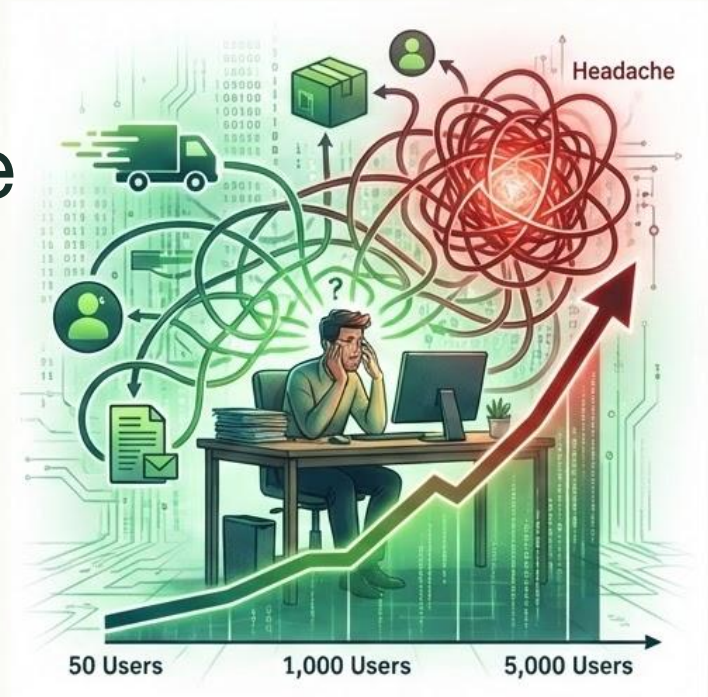
Logistics & distribution become complex.



User adoption & self-enrollment challenges.



Increased helpdesk tickets & internal costs.



„Enrollment shouldn't be the hardest part of going passwordless.“

The Credit Card Experience

No configuration. No enrollment. Just works.





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YubiKey as a Service

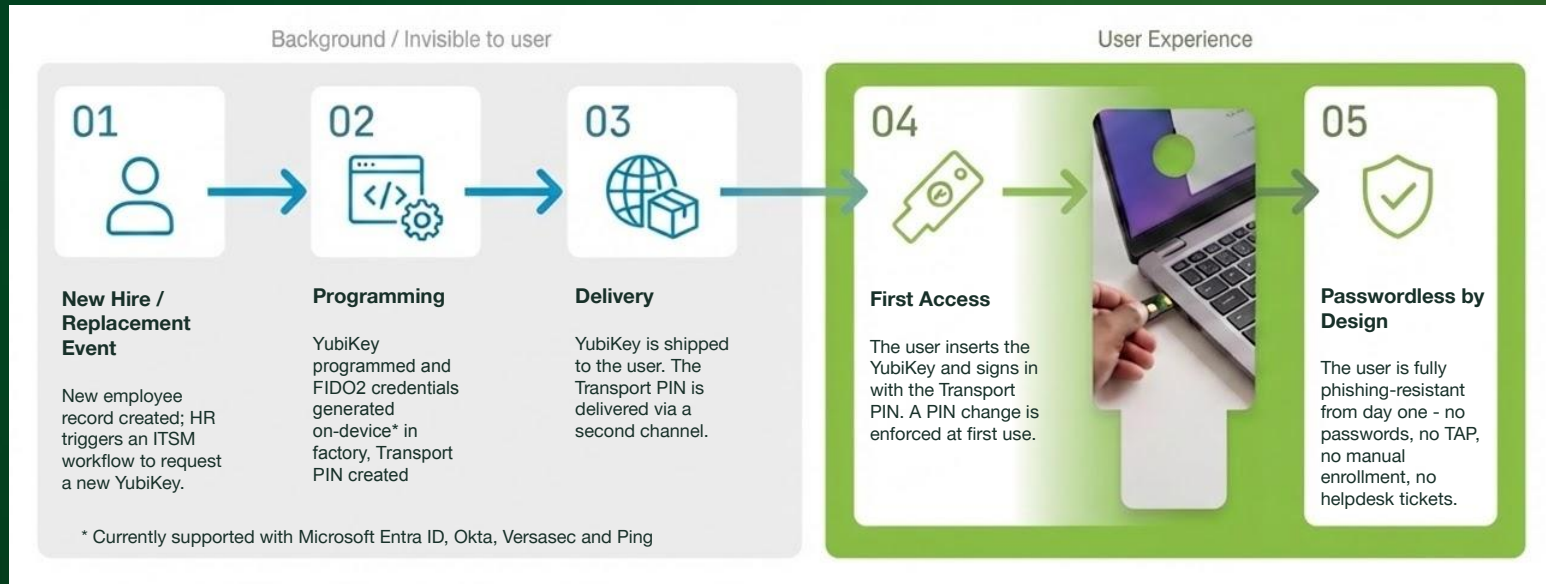
An industry-first solution that fastracks
enterprises to passwordless and cyber
resilience

January 2026

FIDO Pre Reg - Turnkey Passwordless Deployment

End-to-End User Journey

Passwordless without user-driven enrollment



**Everything before activation happens without the user –
everything after is fully phishing-resistant.**

FIDO Pre Reg - Turnkey Passwordless Deployment

The End-User Experience

Within a few days, the user receives the shipment containing:



All items are delivered ready-to-use, making the first login effortless and secure.

The End-User Experience

First Secure Access



User receives Transport PIN out-of-band (via manager or alternative channel).



User insert YubiKey and signs in.



Optional: PIN change prompted on first use for maximum security.

What they don't want to think about

The mundane (but important) details related to the acquisition of security tools



Project budget requests (including repeated asks for ongoing projects)



How to calculate ROI for capital expenditures



Funding unplanned project expenses (such as replacing lost hardware)



Exact model composition of a large YubiKey order



If they are buying the right YubiKeys today for the (perhaps unknown) use cases of tomorrow

YubiKey as a Service

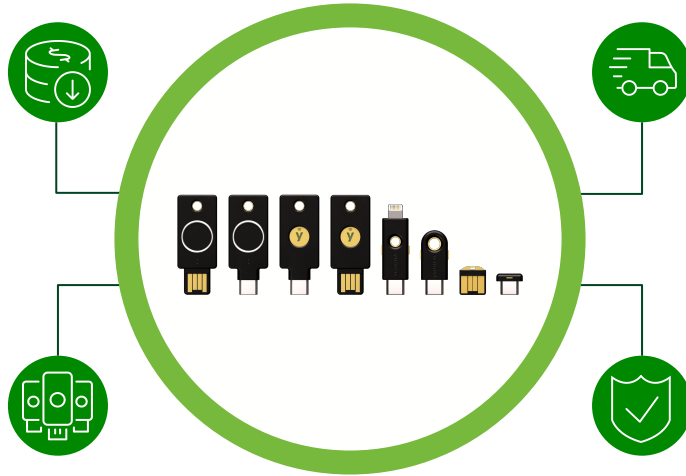
Maximize ROI with seamless rollouts

Lower cost to entry

- Value over multiple years, access to all current and future services
- Discounts on extra replacement and backup keys
- Extended warranty, 24/7/365 Priority Support, & price protection

Flexibility and choice

- Choice of YubiKey form factors at order time
- Upgrade to other keys within the tier (e.g. USB-A to USB-C)



Faster deployment

- A range of enrollment and delivery services to fastrack user onboarding
- Dedicated Customer Success Manager day-to-day
- Included 80 hours of Professional Services for deployment consulting

Achieve compliance

- Access to the latest certificated products to meet evolving regulations
- Eligible for up to 25% additional keys
- Compliance tier exclusive: one-time fleet upgrade

Extended warranty & priority support

Always-on support to ensure business continuity for your engagement lifetime

Extended Warranty



24x7x365
Global Support

For Severity 1 and
2 issues



Ticket
Visibility

Support portal
access for Admins



Priority
Handling

SLAs by Severity
Levels



Yubico Product
Support

Range of named
Yubico products



Dedicated
Channel

Streamlined
contact methods

Customer Success Manager

Dedicated customer advocate and point of contact to help you in your journey



Onboarding to Yubico + YubiKey as a Service to ensure benefits value is maximized



Collaborate with customers in support of their security goals and business objectives



Accelerate time to value by ensuring availability and delivery of YubiKeys globally



Guide customer deployment and adoption of Yubico products to fast track phishing-resistance

Flexibility to choose form factor at order time

Options at shipping request time, limiting need for earlier planning

Base

Entry point solutions (FIDO-only)

Security Key Series ¹

- Security Key
- Security Key - Enterprise Edition



Advanced

Enterprise essentials (Multi-protocol)

YubiKey 5 Series

Security Key Series ¹



Compliance

Universal coverage (Certified, Biometric)

YubiKey 5 FIPS Series

YubiKey Bio Series ²

YubiKey 5 Series

Security Key Series ¹

**One time fleet upgrade*



1. Security Key - Enterprise Edition exclusive to YaaS customers

2. YubiKey Bio Series - FIDO Edition and Multi-protocol Edition, the latter being exclusive to YaaS customers

Yubico FIDO Pre-reg

(Premium service; >500 users)



New keys
factory-programmed
by Yubico



Reduce IT
burden



Large
scale



Key
delivery to
doorstep

YubiEnroll

(Downloadable tool; any # of users)



New or used keys
programmed
by you or partner



Speed up
IT process

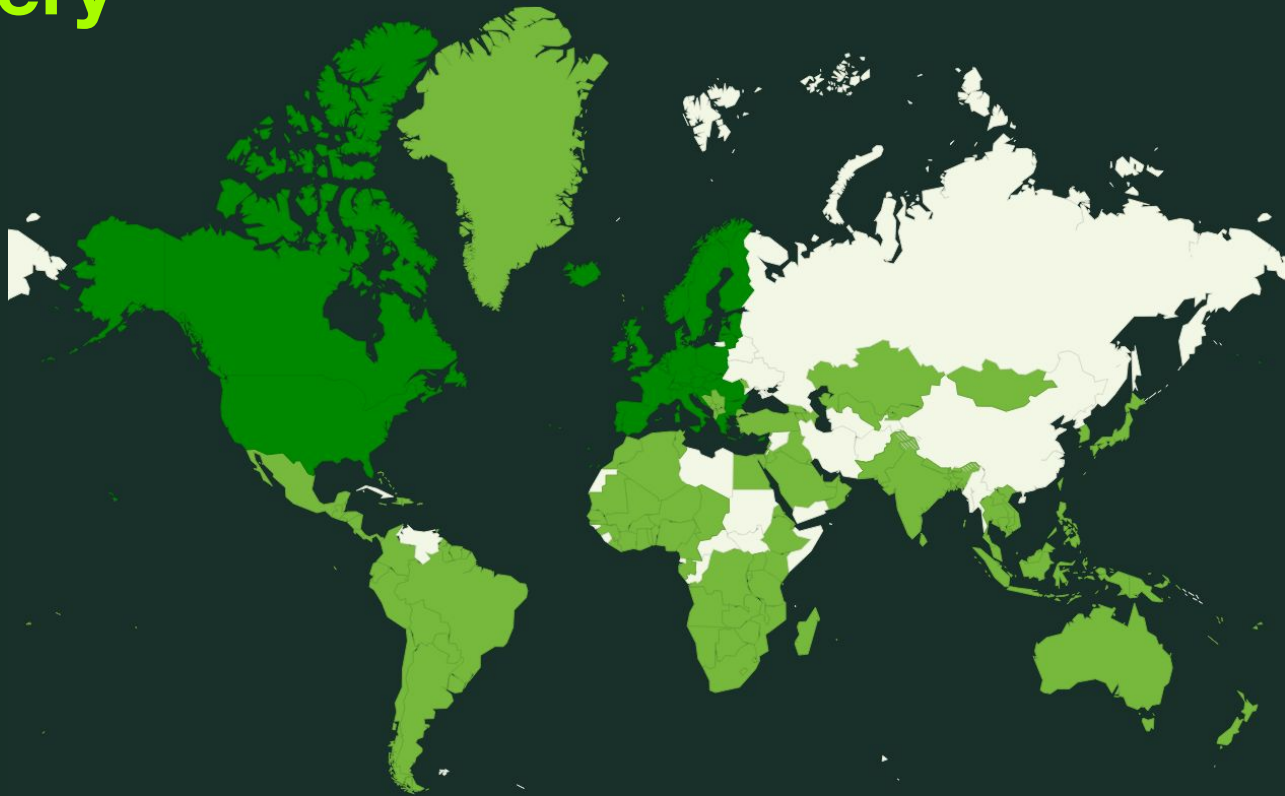


Small
scale



Onsite
enrollment

Turnkey **Delivery**
of YubiKeys
covering
90%+ of the
world



Securing Digital Identities in the Age of AI

Create phishing-resistant users

Empowering Your Team with Future-Proofed, Passwordless Security.

Onboarding &
Provisioning



Registration &
Pre-Reg



Recovery &
Assistance





Stop account takeovers now.
Deploy phishing-resistant MFA with
Yubico

Thank you for your attention!