

## 2011 Year in Review

### Question 3

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
- b. What will 2012 hold for your company/organization/department?

*Complete respondents' submissions to Question 3:*

***Mohammed Murad, Vice President, Iris ID Systems Inc.***

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- a. 2011 was a significant year for our organization we continued to provide support to two major projects in 2011 in the national ID space. We are providing our technology and services to Unisys for the Mexico National ID Card and secondly we are participating with Accenture and Morpho for India UIDAI program that is supposed to enroll 200 million people initially and 1.2 billion people at the conclusion of the project. We have also made a great progress in providing our technology in the commercial security to some very well-known entities. On the technology side we have progressed considerably well and we shipped Iris ID new series of devices; that has allowed us to open new market segments that were a challenge in the past.
- b. The Iris ID team is very excited about 2012 and we are in an expansion mode with new products and solutions. There are many new projects in the pipeline and we will be showing off some of our new technologies in the coming months at ISWest and IFSEC UK. I call it- 2012 will be year of Iris ID!

***Robert Horton, Director of Product Management & Marketing, MorphoTrak Inc.***

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- a. 2011 was another good year for MorphoTrak. Our most significant achievement was our role in the creation of the FBI Next Generation Identification Repository for Individuals of Special Concern (RISC). We are proud that prime contractor Lockheed Martin chose MorphoTrak's MorphoBSS matching system for the national RISC database of 2.5 million sets of fingerprints of wanted persons, known or "appropriately suspected" terrorists, Sex Offender Registry subjects and other "persons of special interest". With RISC, officers using mobile devices in the field can check a suspect's fingerprints to see if they are wanted for serious crimes in the U.S. or other countries.

Our technology not only continued to excel in NIST tests, but also received several industry recognition awards:

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- Our fingerprint recognition algorithms have been ranked number one in the two most recent NIST MINEX II and Ongoing MINEX evaluations. Our algorithms excelled in both accuracy and interoperability under all conditions.
  - MorphoAccess VP, the world's first multimodal physical access control terminal that combines finger vein and fingerprint recognition, won the Detektor International Award for "Best Access Control Product". This award recognizes innovative products that contribute to advancing the security industry.
  - MorphoIDent, our latest handheld mobile identification device that provides real-time, on-the-spot identification, received an award from the French Institute of Design for its modern, compact, easy-to-use design.
  - MorphoTrak was recognized by Frost and Sullivan with its Biometrics Industry "Company of the Year" award, in recognition of our pioneering biometrics and identity management solutions.
- b. MorphoTrak will concentrate in 2012 on integrating L-1's technology into our existing product lines. We have developed a product roadmap that brings our fused technologies to market as quickly as possible. We look forward to offering industry and government the best of the best in high-tech security solutions featuring fingerprint, facial, and iris matching technologies.

***Teresa Wu, Marketing Director, 3M Cogent, Inc.***

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a. New Products

2011 was a great year for 3M Cogent's commercial products. The new 3M™ MiY-ID outdoor biometric access control reader and 3M™ BioTrust logon software both received "Best Product of the Year" awards from industry peer organizations.

Large Contracts

Our fingerprint and iris scanners are being deployed in large numbers for UIDAI enrollment operations.

Global Mobile ID device success

Customer Mobile ID success stories can be found at the following links:

<http://npia.pressofficeadmin.com/index.php/component/content/article/38-press-releases/409>

<http://www.kvue.com/news/APD-fingerprint-scanner-proving-successful-database-expanding-118802024.html>

- b. In 2012, 3M Cogent will continue the process of integrating into 3M, and will remain committed to the advancement of biometrics technologies through investments in research and development. As ever, 3M Cogent will stay steadfast in our dedication to our core law enforcement and access control customers.

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***Anna Liu, Marketing Manager, ZK Software Inc***

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- a. In 2011, ZK had a very good year compared to our peers.
1. The iFace--with face and fingerprint identification terminal becoming the main force in the ZK product line... this was a blockbuster for ZK.
  2. In 2011 ZK as a company has been divided in 5 different segment/divisions:
    - i. ZK Software
    - ii. ZK Access
    - iii. ZK Vision
    - iv. ZK Biolock and
    - v. ZK AFIS
- b. With dedicated R&D, sales and support team for each segment ZK is quickly advancing from a hardware manufacturer to the solution provider for different market segments.
1. ZK has continued its focus on our globalization path which we started in 2009 by having subsidiaries/branch offices in USA, Europe and South Africa. In addition we now have offices in Brazil, Dubai, Mexico, Thailand and India.
  2. In 2011 we converted two of our key partners in Indonesia and Argentina into ZK subsidiary offices. We also purchased Gate Invention, a high-tech consumer company, to develop fingerprint mouse solutions for logical access, file encryption and single sign on. Gate will also focus on other consumer product line in the future.
  3. ZK won great support from big partners like China Power, Indonesia and Syria Government.
  4. On May 2011, IFSEC nominated ZK Software's MultiBio700 as finalists for IFSEC 2011 Access Control Product of the Year Award.
  5. ZK partners show more faith and trust on ZK's bright future when they know about our blueprint!

***David Benini, Sr. Director, Marketing, Aware Inc.***

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- a.
- Record-breaking revenues.
  - Several new products: BioComponents, IrisCheck, URC Mobile, FormScanner.
  - Key announced deployments: TSA, Dept of Justice Next Gen JABS.
  - Success in private sector: eg. biometrics for preventing test-taking fraud.
  - New website.
- b.
- Software for mobile devices.
  - Other new strategic initiatives.

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***Phil Scarfo, Vice President of Worldwide Sales & Marketing, Lumidigm***

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- a. We had a very good year. The introduction of our Mariner sensor was received immensely well. It has already been deployed in a large variety of applications around the world. We've also seen an upsurge of demand for our premium Venus products.
- b. Building on the progress we've made in 2011, the financial services sector will be big for us as the world attempts to cut back on the problems of ID theft and reduce waste, fraud and abuse. Lumidigm already holds a dominant position for biometrics in the healthcare market, but we expect to expand there as this market is just in its infancy in the use of biometrics to protect patient privacy, verify user authentication and, as in the financial sector, cut waste, fraud and abuse. Lastly, there is a burgeoning desire by the hospitality and retail markets to introduce the "personal experience" to their customers. We see a growing interest from forward-looking partners who are busy redesigning and reinventing whole new modes of customer experiences. These new services combine the use of biometrics and other technologies to highly personalize and improve the entire user experience.

***John B. Hinmon, VP Marketing, Cross Match Technologies, Inc.***

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- a. 2011 was a great year for Cross Match! The company has refocused its efforts on growing the business and delivering the right solution, at the right time, and at the right price to our integrator and end-user customers. This year saw the roll out of BAT-A (Biometric Automated Toolkit – Army) program and the selection of the Cross Match SEEK II multimodal biometric handheld solution. We, along with our partner GTSI, are particularly proud to deliver this capability to the U.S. military in their efforts to secure a safer world and combat the threat of global terrorism. Cross Match also participated in the historical deployment of fully certified ten-print and iris scanning devices for the Indian UID Program through our Indian partner for the initiative. Cross Match was one of the first, and few, to receive certification after the rigorous STQC testing process; supporting our position that quality enrollment data capture is critical to the future success of any biometric initiative.
- b. Next year we expect to continue to invest in and drive the growth of the Cross Match solution offering to better serve our valued partner integrators and end-user customers. We anticipate the launch of a next generation ten-print device, as well as continued advances around driving smaller, lighter and more power-efficient mobile handheld devices.

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***Scott Mahnken, VP Marketing, BIO-key International Inc.***

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- a. 2011 was indeed a good year for BIO-key as we continue to grow our relationships and revenue. During 2011 we reached agreements with several key hospitals thus furthering the BIO-key footprint in health care; the company also expanded its relationship with healthcare partners Allscripts and Epic. On the international forefront BIO-key reached agreements with key new partners which led to several large scale ID projects.
- b. Mobility is the key message for 2012. BIO-key is committed to offering best in class finger biometric technology for Smartphone's and tablets as an extension to our already robust web and cloud based authentication offerings.. Three markets will immediately benefit from technological advances in this area, Healthcare, Government and of course the Consumer.

***Richard Ringold, IEEE Certified Biometrics Professional® (CBP) Program, IEEE***

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- a. Yes, it was a great year as we significantly expanded the number of IEEE Certified Biometrics Professionals around the globe. We have been very pleased with all the positive feedback on the program, and with the quality of the candidates seeking the CBP credential from a variety of backgrounds and organizations—including homeland security, defense, law enforcement, IT security, physical security, biometric system integrators, suppliers, and consultants.
- b. In 2012, the IEEE CBP exam will be offered during two testing windows. Candidates will be able to schedule an appointment to take the 3-hour, multiple choice CBP exam during the first window of May 19 through June 30, 2012 or the second window of November 17 through December 31, 2012. The IEEE will also continue to offer training in biometrics through the IEEE CBP Learning System, which can be used for CBP exam preparation, training new hires, or for getting up to speed quickly in biometrics. For more information about the CBP exam and training course, see [www.ieeebiometricscertification.org](http://www.ieeebiometricscertification.org).

***Keith Stringfellow, President, Smartmatic***

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- a. 2011 was indeed a great year for Smartmatic. We worked hard at improving our value proposition in our three main Business Units: Elections, Identity Management and Smart Cities. Inside this last unit, we have been working along other verticals such as public safety, emergency control platforms and intelligent transportation systems. We are glad and thankful that in this market, Smartmatic was selected this year as a provider and contractor for the implementation of the fare collection system, management and operational

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control of the integrated mass transportation system in Cartagena of the Indies (Colombia), for the next 18 years. Launching Smart Cities was a response to the need of integrating different technological solutions already offered by Smartmatic to allow authorities to take care of their citizens in the fields of security and mobility. We are expecting to also become a key player in this market in the near future.

In Elections, we continued working with our customers in Asia, Europe and Latin America preparing for challenging and exciting projects that will use our electoral solution in 2012, as well as of course offering our next generation voting technology to markets considering electronic voting.

Concerning our Identity Management business, we worked on improving our products and services offered to current and potential clients in the USA, México, South America and Africa. We were honored to be recognized with the 2011 North American Frost & Sullivan Award for Customer Value Enhancement in the biometrics market. However we feel that the most exciting technologies are in the future, not the past, where the real biometric giants are yet to be defined. We hope we will be among them with our technology and services.

- b. We are convinced Smartmatic will become one of the top key players globally in the biometrics and identity markets, as we are seizing interesting opportunities in the reshaping of the industry. We believe customers will begin to realize that more important than technologies, are the services and guarantees of successful projects. There are hundreds of examples of high-profile biometric projects that have failed, and that is almost always due to an exaggerated focus on technology and too little attention placed on project management, services and know-how. For the next 2 years Smartmatic will keep investing aggressively on R&D, will keep innovating on every front, and will refine its business models. We plan to keep expanding our track record and increase the awareness of our potential customer base, that if they truly want to succeed, they should seriously consider working with us. We want our technologies to be widely recognized to make societies become more efficient and transparent around the world. This is the way we would define success for us in the near future.

***Joseph Pritikin, Director of Product Marketing, AOptix Technologies, Inc.***

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- a. 2011 was a great year, a transformative year for AOptix Technologies. After years of development and pilot testing, we saw the first two major deployments of our InSight VM iris recognition system – at Gatwick Airport’s South Terminal Common User Lounge, and in the State of Qatar at all immigration counters – air, land, and sea. Each deployment is a landmark, and each a first-of-a-kind. We’re delighted to see the InSight now used to provide conclusive authentication for tens of thousands of travelers per day in a way that is fast, intuitive, non-invasive and highly accurate. This is the beginning of a new generation of biometric products that will provide effortless authentication seamlessly woven into the travel process – improving the

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passenger experience while providing scalability and decreasing overhead for airports and governments alike.

In 2011 we also launched InSight Duo – the first commercial product capable of simultaneous ISO quality iris and ISO / ICAO quality face. This product is important for the market in that it provides the superior accuracy, anti-spoofing, and matching speeds available with iris while leveraging the massive international infrastructure available with face. It is important for AOptix as it is our first multi-modal product – we're firm believers in the benefits of iris recognition, but embrace other leading modalities as well, as each offers unique capabilities. After all, people won't be leaving latent iris images around any time soon...

- b. 2012 should be another transformative year for AOptix biometrics. In addition to deployments enabled by the unique capabilities of the *InSight* system, it will see the launch of our Smart Mobile Identity™ family of products and solutions. We're entering the mobile biometric space, and our singular goal is to provide capabilities that redefines what can be expected in terms of form factor, usability, and application versatility. We're excited to formally introduce it later this year.

***Johan Carlström, President & CEO, Fingerprint Cards***

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- a. 2011 was a good year for FPC where growth has followed our plans. Some of the highlights were:
1. The market launch and first volume sales of our new swipe sensor FPC1080A
  2. Our expansion of our market and sales organization with new partners and distributors with which we now cover all important markets worldwide
- b. We hope to be able to announce several design wins, not only within the mobile phone industry, but also within other consumer electronic volume markets, which will support our continued growth.

***Christian Rutigliano, International Sales Manage, Green Bit***

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- a. For sure 2011 can be defined a satisfying year for Green Bit. We have been able to achieve good sales throughout our product portfolio winning several important public tenders in Europe and Africa. In addition to the aforesaid Green Bit started selling into UID and especially our Law Enforcement business in China has been (and will remain) a source of constant satisfaction. Yet another year Green Bit has been able to increase her brand awareness and market share due to high-end quality in terms of not only hardware but also Software at highly competitive prices.

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
- b. What will 2012 hold for your company/organization/department?
- b. On the product side we will continue with our efforts to further reduce costs in order to offer our product-line at even more competitive conditions to our partners. On the business side we will further strengthen our presence in fast growing markets such as South East Asia (with a primary focus on China and India), South America and Africa where we expect major requests for biometric solutions for Government ID and Law Enforcement. In 2011 we have been able to enter into some high profile partnerships with distinct and well introduced system partners which will significantly enhance our local presence and brand recognition in the above mentioned markets. We will keep our attention on the changes in the European and the US market. The latter is always a very important market for Green Bit especially regarding mandatory background check applications and local Law Enforcement.

***Juergen Pampus, VP Sales & Marketing, Cognitec Systems***

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- a. 2011 was another good year for Cognitec in terms of revenue growth and product innovation. Border control and video screening applications became an important part of our business.
- b. The pipeline of identified opportunities for 2012 is already very promising as of today. We are planning a number of new product announcements that will allow us to enter into new market segments.

***Walter Hamilton, Chairman and President, International Biometrics & Identification Association***

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- a. Yes, IBIA had strong growth in membership in 2011. I believe that this is a direct result of our transition into a trade association with a broader identity systems focus and our implementation of new activities that are of interest to large scale integrators and implementers as well as core technology providers and manufacturers.
- b. IBIA will ramp up its visibility and reputation as a thought leader by aggressively advocating a position on matters impacting our membership and the overall identification technology industry. We expect to address new challenges in the area of privacy as it relates to the use of biometrics in consumer applications such as social networking.

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***John Mears, Director of Biometrics and Identity Management Solutions, Lockheed Martin***

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- a. It was a good year for biometrics in Lockheed Martin (LM).
- IOC of the FBI's NGI (Next Generation Identification) program achieved. Successful pilot of the NGI RISC (Repository for Individuals of Special Concern) capability (facilitating fast mobile fingerprint identification).
  - Over 2 million enrolled in the TWIC (Transportation Worker Identification Credential) program as of October 2011.
  - Beta 2 version of LM rapid DNA identification offering delivered to test.
  - LM was recognized by Frost & Sullivan as the "North American Biometrics Operations & Integrations Company of the Year".
- b.
- Availability of our rapid DNA identification instrument and cartridges.
  - Availability of an advanced latent fingerprint imaging solution.
  - Multi-modal enhancements to the NGI program for the FBI and law enforcement.
  - Application of multi-modal BioSOA™ technology to other offerings for civil, defense, and homeland security applications.

***Jim Fulton, VP, Marketing, DigitalPersona***

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- a. Yes, 2011 was a good year for DigitalPersona. We continued to see growing interest in our biometric solutions, esp. in civil ID applications throughout the world. We introduced the first of a new generation of fingerprint readers that are generating tremendous interest. We also open sourced the industry's first high-performance embeddable fingerprint feature extraction technology, enabling any device manufacturer to offer high quality, consistent, standards-compliant fingerprint support.
- b. In 2012, DigitalPersona will be delivering multiple products, dramatically expanding the use of biometrics in Civil ID.

***Joseph Rosenkrantz, CEO, Airborne Biometrics Group, Inc.***

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- a. 2011 was another record year for us. The top highlight for FaceFirst was the sale of a FaceFirst system to the Panamanian Government to provide face recognition surveillance for the entire Tocumen International Airport.
- b. Release of significant new feature set in our biometric platform.

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***Young S. Moon, Vice President, Suprema***

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- a. 2011 has been a great year for Suprema in terms of our technological advance, expansion of our business portfolio and increased recognition from global market place. The most significant achievement for Suprema was the completion of FBI certified live-scanner product line-up. With our latest addition of RealScan-G1, an FBI-PIV certified single fingerprint capturing device, Suprema now offers a complete range of palm-prints, slaps, dual and single fingerprint capturing live scanners with FBI IQS Appendix F and PIV certifications. In a larger scope, we have extended our offerings to areas of biometric and RFID-based security solutions, hardware security modules and biometric ID solutions. With identity management solutions business, we continued our success in global markets by winning a number of government projects in major countries including India, Brazil, West Africa and EU countries.
- b. In the upcoming year, we will introduce our first face recognition access control system to the market. With our new face recognition terminal, we aim to provide the best recognition performance in the market. Loaded with Suprema's sophisticated face recognition algorithm, the new device will provide best matching speed supported by its superior hardware components, active illumination and smart enrollment techniques. The device will also provide loads of user-friendly features including multimedia touch screen LCD, graphic UI, WiFi and embedded web server.
- On the other hand, we will further expand our fingerprint live scanner and passport reader business to global markets. With growing demand from the global public identification market, we will pursue offering bespoke solution to meet various countries' requirements.

***Ammar Zakaria, Marketing & Communication Manager, IrisGuard***

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- a. Yes to some extent through developing new segments within existing industries and totally new businesses.
- b. Launching new hardware products and software services targeted for different regions in particular and worldwide in general.

***Martin H. George, CEO, SMART SENSORS Ltd***

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- a. Smart Sensors have again had a good year in terms of both technical and business progress, although it has certainly had its ups and downs! Our strong focus on R&D and our continuing policy of licensing technology to our partners means our business keeps very focused. We are also not competing with our systems

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integrator and product manufacturing partners so they feel more able to collaborate with us on the technology development end.

Our highlights were the successful completion of our project with BAE Systems in the UK, the installation of 34 lanes at London Gatwick South terminal for control of what is known in the UK as the “common boarding lounge problem”, using our partner AOptix’s InSight cameras, and being a component in a significant project win for a US military deployment.

- b. We hope 2012 will see a big shift in the uptake of iris recognition technology. Significant new products are coming on stream to facilitate both physical and logical access control using iris recognition. We either have our technology embedded within, or we will be a very economical recognition software choice for many of them. These products will set new targets for price/performance in the industry, and we are confident they will be popular with users over the coming years. The next 5 years or so should see a strong period of growth for iris technology with its benefits of basic simplicity and hands-free, touchless convenience for users.

***Elaine Moore, Marketing Manager, Warwick Warp Ltd.***

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- a. Yes it was a foundation building year, one where years of product development and research is paying off and we are now able to take several robust, accurate, fast and easy to deploy products to market. We have consequently built some strong partnerships across the globe (India and China) and now have a good market reputation - one that is growing daily.
- b. Securing the detail on several strong commercial partnerships ensuring our years of product research and development comes to fruition.

***Marcel Boogaard, General Manager, HSB identification B.V.***

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- a. Our organization has been working on innovative new deployments as well as large scale roll outs for governments. It was a very strong year for the company.
- b. HSB identification will continue its successful strategy to offer biometric solutions based on its own software product BioRegistrator®. Our focus is on new upcoming markets with proven solutions for criminal justice, voter registration, border control and National ID. We are looking forward to a promising 2012 and expect strong growth rates like in 2011.

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***Larry Ciaccia, CEO, AuthenTec***

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- a. Yes, in spite of a challenging macro environment, 2011 has been a good year for AuthenTec. The acquisitions we completed during 2010 -- our purchase of the Embedded Security Solutions Division of SafeNet and our acquisition of UPEK -- positioned us well as a solutions-oriented provider of mobile and network solutions during 2011. During the first three quarters of 2011, revenue grew to \$51 million compared to \$30 million in the same period last year. This revenue growth, combined with cost synergies resulting from the UPEK transaction, allowed us to achieve our goal of profitability in the third quarter of 2011. We continue to benefit from the growing need for security in mobile devices and networking. 2011 was a pivotal year for NFC-based mobile commerce with many key players including Google, MasterCard, Visa, AT&T and others investing in NFC and the future of mobile wallets. AuthenTec is positioned to benefit from the security and convenience through our offering of smart fingerprint sensors and software. We are also benefiting from growing demand for multimedia and other high-value content delivered to Android and Apple phones and tablets. Our digital rights management (DRM) and content protection offerings were selected for the new HBO GO and MAX GO mobile applications and new mobile content services offered by Orange in Europe. Our VPN security offering was embedded in new mobile devices from Motorola, NEC, NEC-Casio and other handset and tablet makers. We also launched our first direct-to-consumer offering through our new Web store and our HP SimplePass 2011 software which is shipping on millions of HP notebook PCs.
- b. In short, AuthenTec will continue to grow our mobile and network security offering for customers while focusing on revenue growth and profitability for our shareholders. We would expect the need for security in mobile and network devices to continue. Many of the planned rollouts of NFC mobile commerce will commence in 2012, which will allow consumers to purchase goods with their mobile phones for the very first time. As mobile commerce continues to grow, we expect demand for convenient security on mobile wallets to follow. AuthenTec's fingerprint sensors add both security and speed to mobile commerce transactions, so we feel pretty good about our position in NFC. We've been part of the NFC ecosystem since 2004 when the first mobile wallets rolled out in Japan with our fingerprint sensors and we have shipped more than 10 million sensors for use on NFC-enabled smartphones. We're in a good position as NFC grows in regions outside of Japan during 2012 and have announced technology collaborations with NFC leaders NXP, INSIDE Secure and others to further enhance this position. Because of our proven track record in PCs and mobile platforms, we are in a good position to leverage this experience with tablets. Tablets are really just a larger version of a mobile platform, and our fingerprint sensor and software offerings are well suited to the tablet market. We also believe that AuthenTec is in a good position to benefit from the launch of large mobile ID programs in 2012, particularly the India UID program and recently mandated China national ID programs which depend on fingerprint enrollment of their citizens. Our offering of large touch sensors offers many sizes, cost and power advantages in mobile ID terminals that will support these programs. We also expect that security will become a greater concern for cloud-based services to companies and

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individuals. Demand for identity protection, user authentication and identity synching across multiple platforms will continue to grow with an increase in network and cloud computing. We think that the AuthenTec portfolio of biometric sensors, identity management software and encryption technology will play a key role in cloud-based security.

***C. Maxine Most, Principal, Acuity Market Intelligence***

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- a. In spite of the global economic uncertainty, Acuity's 10 Anniversary has proved to be a year of unprecedented growth and continued market expansion for the company. These developments reflect both a broadened focus encompassing secure electronic IDs and an expanded portfolio of targeted data-driven research, which has been extremely well received by the industry.
- b. 2012 is already shaping up to be another high growth and exciting year for Acuity. A number of intriguing research projects, opportunities for international collaboration, and several strategic consulting engagements with industry vendors committing to elevating their market development efforts are on the horizon.

***Colin Soutar, Director, Identity & Privacy Assurance, CSC***

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- a. CSC continued to make great strides in biometric and identity technologies. We are starting to see some of the core capabilities of CSC's viewpoints emerge in various RFP's and opportunities. CSC remained at the forefront of the usage of biometric technologies for border, immigration and other citizen services, as well as defense deployments. CSC collects millions of biometric samples per year, in dozens of countries around the world, in support of border and immigration programs for several governments.
- b. 2012 will be an exciting year for CSC. In addition to our many years of support for more traditional identity programs, such as trusted traveler and visa processing applications, we are starting to see dividends in the broader identity ecosystems. We are starting to see the requirements for identity systems to consume various authentication credentials, across the full range of NIST 800-63 Levels of Assurance. There is also starting to be corresponding consistency across the range of applications in terms of the Level of Assurance, based on their risk profile. These are two key areas that CSC has focused on for several years.

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***Doug Martinez, Sr. Manager of Government Markets, NEC Corporation of America***

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- a. Yes 2011 was a very successful year for NEC. NEC added new leadership to the business and with the award of the Western Identification Network (WIN) has once again established itself as the leading provider of Automated Biometrics Identification Services (ABIS) in North America. , NEC will continue revenue and market share growth with WIN and other similar strategic wins.
- b. NEC will continue to expand its market presence to include the federal and civil markets. NEC has recommitted itself to expanding its biometric solutions through its patented technologies including facial recognition solutions and its various use cases. Combined with our core IT-centric competencies such as cloud architecture, communications, Network Operations Center (NOC) and managed services NEC looks forward to building upon its global success in 2011 and a successful 2012.

***Clark Ruan, International Sales Director, Anviz Biometric Tech. Co., Ltd.***

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- a. The ANVIZ biometric lock and safe officially appeared in mainstream North American retailers. With more than 6 years research, the ANVIZ Iris and face identification terminal finally successfully to the market, mainly improve the type and layout of near infrared lamps, which is a perfect balance of Market Approval, user experience and manufacture cost. Indicate the evolution direction of the hardware market. The whole McDonald's of South America launched ANVIZ terminals for all employees' time attendance. We have also experienced a large of expansion of global offices, such as offices in the UK and USA.
- b. The present project is expanding the market existing, promote the Iris and Face terminal sale. For a long-term plan, the project of distributed reader, AIM (ANVIZ Intelligent Management), including WEB base and web server, applications on clouds, CCTV, those projects are all orderly developing.

***Catherine Tilton, VP, Standards & Emerging Technologies, Daon***

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- a. 2011 was an exciting year for Daon as we stepped into the commercial marketplace with our IdentityX product, which is a unique risk-based, multi-factor authentication capability that leverages latest generation smart phones (e.g. iPhone, Blackberry, Android) and traditional mobile devices. This is a great advance for mobile biometrics and has generated significant interest in the financial and healthcare sectors. We are very pleased with our progress in this new business area.
- b. We look forward to participating in many procurements for our traditional Daon solution products and trusted identity services as well as the adoption of our newer commercial strong authentication products.

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***Catherine H. Stephenson, Marketing Communications Specialist, Accu-Time Systems, Inc.***

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- a. Yes, a very good year!  
Embedded biometrics making up a greater portion of product sales;  
Increasing customer and user satisfaction with biometric solutions;  
Greater acceptance of fingerprint based biometrics as a viable identification and verification solution.
- b. We anticipate increased deployment of biometric solutions to our partners and customers that are both easier to use and more 'price-performing'.

***Marc Sima, Marketing & Sales Manager, Avalon Biometrics SL***

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- a. The year was ok, however suffering from delays in awarded contracts. One of the highlights of this year for sure was the rollout of the Visa Management System for Spain and for Argentina worldwide for Visa, Passport & ID card enrollment. Another highlight is of course our release of the ID2GO system for the android platform where we showed another world's first and are closing the gap from utilizing consumer products in law enforcement areas.
- b. We believe 2012 has the potential to become a fantastic year and we are looking forward to implement the nationwide border control system in Haiti, as well as executing the border system extension in Morocco and one other countries and providing more Visa management systems worldwide as well as to start at least 2 projects with our ID2GO solution as the first commercially deployed NFC document checking suite for law enforcement agencies worldwide.

***Cyrille Bataller, Director – Accenture Technology Labs, Accenture***

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- a. 2011 was an excellent year for us, due to the 3 projects mentioned in Question 1 (Unique ID of India, European biometric visas, and US-VISIT multi-biometrics), and to several new deployments or expansions of [Automated Border Clearance](#) solutions, in the UK and in the Netherlands.
- b. Further sophistication of our biometric identity management offerings, giving our clients access to the next generation identity management systems and Automated Border Clearance solutions, as well as an increase in Video Analytics applications such as [Face in the Crowd](#).

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
- b. What will 2012 hold for your company/organization/department?

***James Saxton, Product & Strategy Director, Human Recognition Systems***

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Despite the global economic downturn Human Recognition Systems has had a strong year exceeding targets which can only be explained by the continued drive for safer borders, improved passenger experience and the importance of linking individual biometric data to decision making management information, the shift from the public sector to the commercial is advantageous to HRS as we continue to produce biometric solutions that deliver commercial returns.

This year has seen our portfolio of MSolutions continue to grow and more importantly become established and trusted within the Aviation, Construction and Defence sectors. HRS has deployed the world's first Iris at a distance solution in the aviation market (Gatwick Airport) and deployed a central reporting workforce management solution for one of the world leading construction companies. Q1 of 2012 will see the establishment of HRS solutions across our core markets, and a focus on establishing a global presence.

***Jeff Komanec, Marketing Manager, Corvus***

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- a. Corvus Integration considered 2011 a successful year. 2011 was the year Corvus made a concerted effort to enter the international market. We created new relationships and strengthened existing ones. We brought a new two eye iris/face camera to the market, the EY2, and increased sales of the reliable and affordable FA2 iris and face camera. We saw two international governments specify the FA2 in their identity tenders. Overall, our first major step into the commercial market looks to be a good step, generating optimism for the upcoming year.
- b. We plan on 2012 being our break-out year. As we fine-tune our products, expand our product capabilities, and get these products certified, we are planning to fully penetrate the identity market globally. Corvus, along with the support of our partners will become a global provider of high quality, yet economical biometric and identity solutions. We are looking forward to the upcoming year.

***Anne Marie Dunphy CFO, Jay Fry CEO, identiMetrics, Inc.***

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- a. 2011 was a good year for identiMetrics. The increase in federal and state funding in schools has made accountability a top priority; finger scanning biometrics is cost-effective and provides the accuracy and accountability required to make sure that schools receive their much-needed reimbursements. The dramatic increase in the charter school movement in the US has expanded our market; charter schools require accurate records to maintain their charters and effectively stay in business. As a result of our focus

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
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and persistence in the k-12 market, we signed partnership agreements with two of the largest student information system companies that combined have about 40% of the k-12 market; this has greatly expanded our sales force and reach.

- b. Our focus for 2012 is to continue to penetrate our target market – k-12 education. Our pipeline is larger than it's ever been and converting the outstanding quotes into sales will give us record revenues and growth. The privacy issues of the past are minimal now as a result of years of educating our market. What can we expect for 2012? Hold on to your hats, identiMetrics is ready for explosive growth!

**Christer Bergman, Vice President, Biometric Solutions, Fujitsu Frontech North America**

- a. Yes, 2011 was a very good year for Fujitsu. Like the IBIA, we have gone through a transformation and to address the needs of our partner and markets we serve, we have launched a new focus on providing Biometric Solutions and not just 'products' to address their needs. This initiative has shown success in not only the marked increase in our marketing presence with our partners but also by a significant increase in our sales in 2011.
- b. As a global organization with significant engineering resources, we will continue to harness our resources to innovate and bring to market faster, more cost effective solutions which we will make available to every organization and individual, giving them simple, convenient and accurate biometric based identification alternatives.

**Orlando Martinez, Director – Business Engineering, CGI Federal**

- a. 2011 was an excellent year for CGI and we saw growth in all major business sectors around the globe. We continue to build out our biometrics and identity management practice organization as well. Some of the wins in 2011 for CGI Federal group include:
- i. CGI closes more than US\$375M in bookings with the U.S. Army in the fourth quarter of FY11. CGI will deliver a range of services and support under the various contracts, including systems development and maintenance, training, and information assurance. The awards include new contracts and re-competes supporting clients such as the U.S. Army Training and Doctrine Command (TRADOC), the U.S. Army Reserve Command (USARC), and the U.S. Army Materiel Command (AMC).
  - ii. CGI awarded US\$64.46 million task order to provide custom application management services for the U.S. Environmental Protection Agency

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
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- iii. CGI Awarded US\$34 Million Task Order by the Environmental Protection Agency to Support Transformation of the Agency's Cybersecurity Approach
- iv. CGI U.S. Public Sector Closes Nearly US\$550M in Bookings in First Quarter of FY11. In addition to contract extensions, task order re-competes, and contract renewals with a range of U.S. government clients, highlights of Q1 awards included CGI's selection as one of 11 companies awarded a government-wide Blanket Purchase Agreement for Cloud-Based Infrastructure as a Service by the General Services Administration; \$55M five-year task order from the Centers for Medicare & Medicaid Services (CMS) for software development and operational support services for its Provider Enrollment Chain Ownership System (PECOS); selection as the ERP vendor for the City of Mesa, Arizona for \$15.6M; award of \$18 million in contracts in support of the U.S. Marine Corps Systems Command Training and Education Command; and a \$22 million task order by the Environmental Protection Agency for support of its agency-wide call center.
- b. In terms of biometric and identity management solutions, we think 2012 will begin a push towards effective partnering to bring true identity management solutions to an increasingly diverse marketplace.

***Marina Zalevskaya, PR-Manager, Speech Technology Center, Speechpro***

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- a. The year 2011 is quite good for STC/ Speechpro. We solidified our position as a global leader in voice biometric solutions for government and law enforcement. STC biometric revenue grew substantially and we are pleased with the market response to the new products and capabilities we offered. We did a number of large-scale projects in Russia with governmental organizations, as well as other locations all over the world, including the EU, the Middle East, Latin America and North America. Closer to the end of the year we signed the biggest voice biometric project yet in one of Latin America countries (the formal announcement is to follow).
- One of the trends that we saw this year is a more active use of voice biometric as part of the multi-modal platform. In order to address this demand we released a new version of our SDK and build our own multimodal solution so we can deliver voice biometric technologies to our clients directly or through the partner's network.
- b. Right now 2012 looks to be the strongest year for the company yet. We already have projects under contracts that exceed biometric revenue of 2011! And are not in 2012 yet! We will continue our efforts to deliver voice biometrics to our government and law enforcement clients and we expect this market to double. However we will also play a more active role in the enterprise market as we are looking to launch a brand new line of VoiceKey voice verification solutions.

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
- b. What will 2012 hold for your company/organization/department?

***Iron Daher, President & Brian Matthews, Product Manager, Giraule Biometrics***

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- a. 2011 was a great year for Giraule Biometrics. This year we developed twice as many projects, and sold four times the amount of products and services as we did last year. Our biometric algorithm passed the NIST Minex certification for both extractor and matcher, and we received our FBI certification for Agincourt. We worked with the Brazilian Federal Government to release a nationwide large scale deployment of Giraule Forensic with over a million fingerprints stored in the database. This year we also launched our new cloud-based service, the Giraule Biometric Framework. This is our first step in developing a Biometric Information Management System. This new service provides a dynamic biometric solution that is easy to integrate for large or small scale businesses that helps companies manage and optimize the biometric information.
- b. Giraule is an expert in biometric technology, and we have learned from our long experience used by thousands of customers worldwide that developers want a more comprehensive biometric solution. One of our goals will be to improve on the service of Biometric Information Management Systems with our Giraule Biometric Framework. Biometric Information Management systems deal with the complexity to enroll, store, cache, distribute, search, balance, optimize, and secure the biometric information. The goal of a Biometric Information Management system is to ease the integration of biometrics into any kind of application; while at the same time optimize and secure the information collected.
- Giraule is also focused on delivering cloud computing solutions for biometric applications. There is no need for companies to run advanced servers, develop huge databases, and maintain computer infrastructure to deliver biometric services when cloud computing has proven to be a reliable solution. One of the biggest features cloud services offers is the ability to create a biometric application with worldwide access. Large enterprises can create one application in the cloud that can be accessed by thousands of users at different offices around the world. Small scale businesses also benefit because they can create small solutions that fit the needs of their company without having to heavily invest in hardware or software development. Cloud services reduce development costs, infrastructure costs, and the need for IT maintenance and support; while at the same time improving reliability, and End User scalability for any business.

***Barry L. Hodge, President and CEO, SecurLinx Corporation***

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- a.
- Access to capital to support growth has been an ongoing issue. SecurLinx has reorganized as a wholly owned subsidiary of a Canadian public company based in Toronto to fund our market opportunities.
  - We have introduced a lower cost version of our IdentiTrac system targeted at small to medium sized law enforcement agencies that has been well received.

a. Was 2011 a good year for your company/organization/department and what were some of the highlights?

b. What will 2012 hold for your company/organization/department?

- Our installed base continues to grow but at a slower rate than we anticipated. Uncertainty of the budget and growth prospects of our customers in the law enforcement segment continued to be an issue.
- I would grade 2011 as a solid "C"; not great, not bad either.

b. It may be a bit early to predict but certainly the business climate is improving as we move ahead. We expect to see higher growth rates across the markets we serve. The commercial markets are poised to break out as companies begin to make investments in infrastructure and expansion in the face of improving margins.

***Irmantas Naujikas, Director, Business Development, Neurotechnology***

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a. 2011 has been successful for our company. We have released new versions of all our products, making them easier to use, work faster and/or more accurate. It would be worthwhile to mention the release of our SDK for new biometric modality - voice identification (VeriSpeak SDK) on July, 2011 and MegaMatcher On Card 3.0 SDK covering three biometric modalities (fingerprint, face, eye iris matching on card) release on November, 2011. Our efforts working towards biometric standards support and interoperability were acknowledged by FBI certificate for WSQ 3.1 implementation

([http://www.neurotechnology.com/press\\_release\\_wsq\\_3\\_1\\_certification.html](http://www.neurotechnology.com/press_release_wsq_3_1_certification.html)). We have announced several case studies showing our technology usage and ensuring unique id:

- Bosnia and Herzegovina Biometric Passport and ID System is based on MegaMatcher technology. The system was developed with MegaMatcher Extended SDK by the Agency for Identification Documents, Registers and Data Exchange, an administrative organization within the Ministry of Civil Affairs of Bosnia and Herzegovina. For more information, please see:  
[http://www.neurotechnology.com/download/CaseStudy\\_BiH\\_Biometric\\_Passport\\_System.pdf](http://www.neurotechnology.com/download/CaseStudy_BiH_Biometric_Passport_System.pdf)
- The Kenya Voter Registration System is based on MegaMatcher technology. The system was developed with MegaMatcher SDK by CODE Inc. for the Interim Independent Electoral Commission of Kenya. For more information, please see:  
[http://www.neurotechnology.com/download/CaseStudy\\_Kenya\\_Voter\\_Registration\\_System.pdf](http://www.neurotechnology.com/download/CaseStudy_Kenya_Voter_Registration_System.pdf)

We ended the year 2011 with the announcement of VeriLook Surveillance 2.0 SDK for biometric face recognition using video surveillance systems. This latest release is suitable for use in large video surveillance systems that utilize multiple cameras and/or multiple computers.

b. 2012 - We see continued increase of large scale multi-biometric demand around the globe in which fast matching and multi-biometric would be essential to ensure accurate and fast response, ensuring unique id. Mobile applications utilizing existing devices (smartphones and tablet computers) would become more popular. In our products we strive to achieve these goals.

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
- b. What will 2012 hold for your company/organization/department?

***Ken Nosker, President, Fulcrum Biometrics, LLC***

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- a. 2011 was a blockbuster year for Fulcrum Biometrics on the whole. We increased revenues by about 50% over 2010 while maintaining a fair and competitive gross margin. We introduced several new Fulcrum Biometrics branded products including the FbF<sup>®</sup> mobileOne biometric fingerprint accessory for iOS devices and the FbF<sup>®</sup> bioServer for rapid biometric enabled application deployment. Our FbF mobileOne device won the 2011 Innovation of the Year award from the Cygnus Group which publishes Law Enforcement Technology magazine, Law Enforcement Product News and Officer.com.
- b. 2012 will be all about maintaining momentum. We have a very broad and established base of customers for our third party hardware and software products. We will dedicate a sizable amount of effort to growing that base further. We will focus a lot of energy on bringing our new Fulcrum branded products into the mainstream of the biometrics hardware and software industry.

***Tom Helou, President, AuthenWare Corporation***

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- a. AuthenWare is a Behavioral Biometrics Vendor. 2011 was a challenging year for the Company in the US as large Corporations have hold spending as a consequence of the economic crisis and uncertain future scenario. In Europe and the rest of the World we manage to close several deals with very large Corporations mainly in the Banking and Government sectors.
- b. During 2012 we will introduce enhancements to our product offering some of which will benefit Enterprise Customers. As an example, soon we will provide our customers the ability to login to applications without the need of typing user id and password. We envision the adoption of gestures, positioning, device shaking, etc. as new forms of authentication, which our Behavioral Biometrics technology will process as well as user id and password.
- For the Consumer Market we will launch a Behavioral Biometrics product that will allow every consumer have a single set of credentials for accessing all of their websites so they don't have to remember all the different user id's and passwords required to access the websites that they usually visit (Hotmail, Facebook, eBay, Amazon, LinkedIn, Yahoo, Google, etc.). The product will be free to consumers and have a revenue model like other Social Web players.

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
- b. What will 2012 hold for your company/organization/department?

***Mark Clifton, Vice President, Products and Services, SRI International Sarnoff***

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- a. Yes, 2011 was a good year for SRI Sarnoff's biometric business. We introduced several new product configurations including a low-cost modular system, an outdoor portal, and a multimodal handheld device. SRI Sarnoff has partnered with a number of resellers to expand our reach around the world. Additionally, we have begun to penetrate new markets such as law enforcement, campus security, and data centers. Along these lines, SRI Sarnoff has proven that biometric identification is not just for human subjects—the iris can be used to identify high value animals as well.
- b. SRI Sarnoff will continue to push the limits of iris identification at a distance and on the move. The ultimate goal is identity verification in unconstrained environments.

***Jörg-M. Lenz, Manager Marketing & Public Relations, SOFTPRO GmbH***

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- a. 2011 was once again a very good year for SOFTPRO.  
It was the year when "The Signature Professionals" entered the world of Apple iOS and Android with the first major installation of SignDoc Mobile, the solution for E-Signing on iPads, at one of the world's leading insurance companies. Details about the project will be published in early 2012.  
The major push for Biometric Signing sparked by the innovation award of the European IT-Security Organization TeleTrusT in 2009 for the Spanish Savings Banks Organization created a domino effect in 2011 as many financial institutions started to adopt this form of Biometrics.  
SOFTPRO hired around ten new people and has broadened its partner network significantly. A new office was opened in Chennai / India in January. We have revamped our web communication with a new website that contains a special "academy section" and intensified the dialogue via Social Media (LinkedIn, Facebook, Google Plus...)  
At the end of 2011 SOFTPRO solutions are currently used in more than 30 countries on five continents and ten of the world's 25 largest banks based on turnover are already SOFTPRO customers.
- b. In its 29<sup>th</sup> year in business SOFTPRO's major focus is still on the requirements of large-scale enterprises and organizations such as financial institutions, insurance companies, telcos, retail and the public sector. Together with our rapidly growing partner network we support them in the challenge to reduce the amount of paper for signing and secure their workflow at the same time. The 2012 pipeline looks quite pleasant. We expect to add some more prominent names to the list of customers on our website and publish new reference reports.

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
- b. What will 2012 hold for your company/organization/department?

One of the first milestones in 2012 will be the launch of the app for biometric signature capturing on iPads and Android tablets. In 2011 this functionality was built in as part of the customer apps or web portals. The app will allow to experience several features of E-Signing with own documents and own devices.

The "Signature Professionals" will intensify the provision of desperately needed know-how to prospects, partners, customers and people in the media. We believe in the importance of face-to-face conversation, especially as we deal with mission critical business aspects like authenticity and integrity. SOFTPRO exhibits at major IT-events and continues the successful training series called "Partner Academy".

***Eric Talbot, President & Founder, S.I.C. Biometrics Inc.***

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- a. It was the best year of S.I.C. Biometrics. Worldwide commercialization of our iFMID solutions for the iPad and iPhone. The iFMID solution was selected and integrated in two Governments national ID systems and many more to come in 2012. We are now deploying the largest iPad/iPhone solution in Canada at the Ottawa Hospital. We finalized amazing strategic partnerships and integrations with the key players of the IT industry such as SAP.  
We launched the first consumer fingerprint reader/App on the iPhone in November and are presently negotiating worldwide distribution to release the product in the first quarter of 2012.
- b. Everything is aligned for us to execute our global go to market our strategies to stay the leader of the smartphone and tablet biometric fingerprint solutions.

***Grant Wickes, VP Business Development, Wasp Barcode Technologies***

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- a. We saw a steady and consistent revenue growth in 2011. Sales growth was up in the double digit percentages and profitability stayed strong. The small business segment continues to respond and invest in the type of technology solutions we provide.
- b. As 2011 closes, the year is finishing strong and the outlook for 2012 looks good. The key for success in 2012 is focused and consistent execution – the basic blocking and tackling must be done.  
Further, we will experience the continued evolution in marketing from "owning" the message to at best "corralling" the message. The power is in the hands of the customer. Successful vendors will embrace this evolution and work feverishly to be relevant, encouraging community participation that in aggregate will be way more effective than any previous approach. It's been and will continue to be a fascinating time for marketing in the years ahead.

- a. Was 2011 a good year for your company/organization/department and what were some of the highlights?
- b. What will 2012 hold for your company/organization/department?

***Mizan Rahman, Founder and CEO, M2SYS Technology***

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- a. 2011 was a strong year for M2SYS and we continue to see strong global growth for our technology. We were also fortunate to have received the 2011 North American New Product Innovation Award from Frost & Sullivan for Hybrid Biometric Platform, our biometric recognition engine. Global demand, especially outside of the U.S. continues to be strong as we focus our enterprise applications on domestic customers in the hope of penetrating some of the verticals applicable to our solutions.
- b. We expect continued penetration of the domestic market in 2012 and continue to see steady growth in global markets. Among the areas of growth that we have identified having strong potential for growth in the U.S. are healthcare, banking and workforce management.

***Daehoon Kim, CEO & President, IriTech Inc.***

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- a. On top of all, IriTech has made a great stride in India's UID market positioning ourselves as a leading supplier of high-performing and cost-efficient enrollment iris cameras, which stretches our potential for the upcoming huge verification market.  
With the deployment of the US-VISIT pilot program at hand, IriTech's iris recognition server solution is poised to empower the US-VISIT multimodal system.  
Successful supply of iris recognition solutions for several high-profile U.S. military projects
- b. At last, we are facing the long-time coveted blossoming of the iris market with the rapidly growing interest and demand on iris recognition solutions. Answering to such market dynamics and specifically aiming at the sweeping opportunities in the cloud computing and Smartphone security, we are concentrating our capability and resource on the R&D and manufacturing system for unprecedentedly compact low-cost iris recognition camera series. In this context, we have already developed low cost & small size iris camera/module series as well as the Smartphone embedded iris package.  
In addition, our proven track record accumulated in the India's UID market will synergize our initiatives in the globally expanding biometric National ID projects. Particularly, we are capable of supplying best-of-breed iris recognition H/W & S/W solutions at the price level equivalent to the fingerprint terminals.  
Likewise IriTech is fully geared to the exploding demand on the superior iris biometrics across the globe.