



Was 2010 a good year for your company? What were some of the highlights? What will 2011 hold for your company/organization/department?

[Complete respondents' submissions to Question 3.](#)

Chuck Thomas, Senior Manager Sales, Identification Solutions, NEC Corporation of America

2010 was a good year for our company; NEC once again demonstrated technology superiority by achieving top ranking in the NIST MBE facial identification study. In 2010 we shipped our flagship AFIS product, Integra-ID, to many customers. In 2010 our company participated in some of the largest projects in the world like Mexico national ID and Philippines election commission projects by using our new software COTS matcher called Advanced Identity Manager.

At present we are working on several large projects; in 2011 our company will move more aggressively into civil and federal markets in US. Globally we will expand our product offerings in multimodal technologies, automated border management solutions and in physical security. NEC is investing to create regional competency centers around the world; by 2011 these centers will be in operation and it will be an exciting year for NEC.

Mohammed Murad, Vice President Global Business Development & Sales, Iris ID

Yes, 2010 was a very significant year for our organization we were part of the two major projects in 2010 in the national ID space. We are providing our technology and services to Unisys for Mexico National ID Card second we are participating with Accenture and Morpho for India UIDAI program that is suppose 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 considerable well and introduced series of software and hardware technologies.

Mike DePasquale, BIO-key International, CEO

Yes, our customers and business partners recognize that BIO-key is a profitable, growing, well established organization, with more than 15 years of experience and able to provide them with a superior biometric solution. Over the past 5 years we have been focused on strengthening our position as one of the premiere suppliers of the industry's most accurate and scalable fingerprint matching technology while building partnerships with major solution providers in financial, healthcare, education and government/civil markets. As a result, BIO-key's biometric identification is now an integral part of solutions offered by LexisNexis, McKesson Healthcare, Allscripts, MorphoTrak, the FBI, the US Courts, AT&T and many others.

Clark Nelson, MorphoTrak, Senior Vice President, Sales & Marketing

MorphoTrak had another excellent year in 2010, as we expanded our customer base while continuing to meet the requirements of our existing customers. Some of our key successes include:

- MorphoTrak's biometric matching technology earned the highest rank in the NIST tests for latent fingerprint accuracy. The algorithm was proven to be the most accurate with both automated searches and searches that followed examiner best practices.
- We completed the installation of biometric access readers at more than 400 nationwide locations at 24-Hour Fitness health clubs. The overwhelmingly positive reception of this opt-in program bodes well for the future.
- In January we acquired a unique tattoo matching technology developed by Michigan State University (MSU). We expect this to be an extremely useful investigative tool. It is common for a security camera to capture a suspect's tattoo whereas the face is often obscured.
- MorphoTrak finalized a contract for access control devices to better protect children receiving childcare benefits in Louisiana. Each time a parent drops off or picks up a child, he or she must enter a PIN and place a finger on the optical fingerprint reader to be authenticated.
- Our parent company, Morpho, continued its successes in the international arena, winning identity document contracts in India, Malaysia, and the Netherlands. Additionally, they won a key access control contract in Brazil, and are testing an airport security solution in Glasgow, Scotland.
- Our innovative MorphoSmart FINGER VP combines vein imaging technology to detect the pattern of blood vessels under the skin, and Morpho's fingerprint identification technology. This single device is able to capture and process two sets of biometric data simultaneously for authentication or identification.
- Morpho announced its new biometrics-based signature smart card that uses a fingerprint Match-on-Card algorithm. This is the first "Secure Signature Creation Device" as required by the 1999/93/EC Directive for strong user authentication on legal digital signatures. It makes "instant" and non-repudiable signatures possible, replacing easily lost or forgotten PIN codes.

MorphoTrak expects 2011 to bring some key challenges and successes. Notably, we will focus on the merger with L-1 Identity Solutions and integrating their technologies and business lines into the MorphoTrak portfolio. As the provider of over 50% U.S. statewide AFIS systems, MorphoTrak will work to bring expanded search capability to our customers through state to state interoperability. Internationally, our technology will be central to the success of India's AADHAAR identification card program. The program will provide a unique number to all Indians, and will link a person's Passport Number, Driving License, PAN card, Bank Accounts, Address, Voter ID, etc.

In addition, we will continue our involvement in the biometrics community as a whole. We are proud to be active and contributing members in industry associations such as Security Industry Association, International Biometric & Identification Association, International Association for Identification, and the American Association of Motor Vehicle Administrators.

David Johnston, VP Market Development, AOptix

AOptix is very pleased with 2010 achievements in both product and market acceptance progress. Product: We added an aesthetically attractive InSight VM variant that rewarded us with high levels of interest from the business sectors we targeted. That a system with an approximately one square foot footprint delivers such high throughput and high confidence authentication from the largest capture volume in the business continues to impress. By BCC/Biometrics 2010, and ICAO MRTD Symposium we were also showing how our platform and conops is ideally suited for accommodating efficient, high quality iris-face multimodality via collaboration with another ID space partner. Market Acceptance: With any new product, meaningful proofs of concept and subsequent pilots that satisfy partner, end-user and our own aspirations while leading to the implementation stage are the greatest reward, and I'm happy to say there were many of those.

AOptix expects to see the results of many efforts come to fruition in both public and private sector in the United States and Internationally. Our progress with market acceptance and product progress in 2010 is expected to continue in 2011. We have a rapidly growing list of VAR/SI partners and an ambitious market and product development agenda. We are bullish about the increased interest we are seeing in the iris-sector and AOptix prospects in particular and have significantly expanded space and resourcing for a growing Biometrics team at AOptix.

David Benini, Senior Director, Marketing, Aware, Inc.

Very good year for Aware. Many new products; several deployments of software libraries, applications, and BioSP application server in large systems globally; engagement in several custom software development projects. New product introductions, software deployments, and custom software development projects.

Bill Dumont, Senior Vice President Worldwide Sales and Marketing & Uwe Richter, Senior Vice President Product Management, Cross Match Technologies

Yes, 2010 was an excellent year for Cross Match. Not only did our traditional revenue streams stay strong but we grew many of our international markets. We are seeing many cases where integrated, multimodal biometric solutions are replacing fingerprint-only devices for enhanced security implementations.

Cross Match will continue to focus on markets where we have been strong and we will continue to listen to customers and address their needs. Innovation will allow the company to compete in fingerprint, facial recognition and iris scan, as well as documentation reading and verification market segments. By investing in research and development, we will retain our leadership position in the industry.

Michael Delkoski, VP and General Manger, 3M, Security Systems Division

This has been a very good year for 3M. I will give you the Q3 year to date big numbers. Top line corporate revenues are growing at about 17% compared to year to date Q3 in 2009 and our GAAP adjusted net income growth was running at 40% at the end of the 3rd quarter. These are good strong numbers in growth and as a corporation we are fortunate that we are protected on a couple of big sides. We have a very diverse portfolio in the corporation so the Security Systems Division reports into a business unit called Safety, Security and Protection, that is one of six businesses in the company that range from Health Care to Industrial to Consumer to Electronics and Display and Graphics. This is a very diverse product portfolio that helps protects us.

We also have a very strong International portfolio with about 60% of our revenues coming from outside of the USA. This has help protect us from some of the tough times that some other companies have experienced over the last few years.

Jim Williams, Sr. Vice President for Global Professional Services at Daon

Being selected as part of the Accenture Team to support the Government of India on their Aadhar Program. Personally, I was honored to join the best biometric/identity management company in the world and provide support to great partners in delivering critical identity management programs around the world.

In 2011 we look forward to growth, new opportunities and challenges galore! Successful implementations for major programs in India, Mexico, Australia; US Government programs in Department of Homeland Security and Department of Defense, and other major programs around the world. Continuing to attract and retain the best talent in identity management/biometric programs.

Peter Went, WCC Smart Search & Match, CEO

This year has been very positive for WCC. With projects in both the US state market and the Mideast with multimodal biometrics, it has been a busy year. Probably the most exciting highlight is our partnership with Accenture which led to their development of LSM – Large Scale Matching, a third-generation identification system based on WCC's ELISE platform. LSM has been highlighted by Accenture, in collaboration with WCC, at both of this year's key biometrics conferences.

We expect the coming year to build upon the successes of 2010 to be even more interesting. With rapid innovation in Asia, a rebounding global economy, and increased attention on the need for identity, security, privacy, and convenience, we believe the entire biometrics and identification technology market is poised for a very successful 2011.

Robin Na, IDTECK, Assistant Manager

2010 has been a very promising year for IDTECK. Due to signing a huge ODM deal with major electronics company, we are expecting our sales to double in the upcoming year. This also will be a great opportunity to promote IDTECK brand name to the world, thanks to the strings of orders. As for other highlights of 2010, we have successfully conducted several projects such as the Turkish Court House and on-going Osong Bio-Health Technopolis in Korea.

We will be launching a brand new line of products in 2011. We'll introduce MAC2000, the multi-modal biometrics (facial and fingerprint identification) access controller, iDWATCH software, video surveillance integrated with access control system and iEDC, 8 door access control panel. We are also organizing a conference in Dubai in upcoming January to better serve our customers from all over the world.

B. B. Nanawati Deputy Director General, Unique Identification Authority of India Planning Commission, Government of India

Yes 2010 was good for our organization. Unique identification Authority of India delivered and started the roll out of Unique ID project in India. The highlights were implementation of a multimodal and multi agency biometric solution in record time.

In 2011 our organization UIDAI will see quick ramp of enrolment rate and hence scaling of the solution would have to be undertaken urgently.

John Mears, Lockheed Martin, Director of Biometric Solutions

It was a good year for biometrics at Lockheed Martin. We:

- Deployed more than 800 new Advanced Technology Workstations at the FBI's Criminal Justice Information Services (CJIS) division under the Next Generation Identification (NGI) program, and hit several critical system design milestones for NGI's fingerprint identification and Repository for Individuals of Special Concern (RISC) rapid search functionalities.
- Achieved over 1.7 million enrollments in the TWIC (Transportation Worker Identification Credential) program.
- Announced the RapI.D.TM rapid DNA identification offering.

In 2011:

- Initial operating capability for the Next Generation Identification (NGI) system
- Low-rate production availability of the RapI.D.TM rapid DNA identification offering.
- Company-wide roll-out of the Assured Identity (HSPD-12 compliant) company credential.
- Application of multi-modal BioSOATM technology to other offerings for civil, defense, and intelligence applications.

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

2010 was a good year for IBIA in that it resulted in key decisions that will ensure long term growth and relevance for the organization. In recognition of the changing role of biometrics from a discreet technology to a key element in a broader identity-based infrastructure, IBIA announced that it has expanded its mission to focus on the overall issue of determining identity. This new mandate, one which will see biometric and other technologies play an increasingly important role, has been deemed critical by the IBIA, given the rise of authentication issues facing data security, identity theft, immigration and homeland security.

The new and expanded IBIA expects to play a critical role as a thought leader and forum to connect identity-based organizations that can share ideas and information, resolve issues, develop policy, and provide advocacy and education to the public, media, policy makers and legislators. We will expand our membership to include organizations that implement large scale identity management systems as well as core technology providers. We will be a strong advocate for the effective and appropriate use of technology for identity management in such sectors as health care, banking and government.

Anne Marie Dunphy CFO, Jay Fry President & CEO Inc., identiMetrics

2010 was a milestone year for identiMetrics. identiMetrics has been part of creating an industry – biometrics in education - that didn't exist just five short years ago. We've steadily been building our brand in our focused target market. This year, we entered into partnership agreements with two industry giants. This milestone signifies technology validation, market validation and company validation as leaders in our niche.

2011 is expected to be a Tipping Point year for identiMetrics. After several years of pushing the boulder up the mountain, gravity is about to take over as it starts to fly down the mountain. The products and services for our target market are solid and complete, there is brand awareness and acceptance and leaders in the education industry are giving identiMetrics and biometrics their stamp of approval.

Angela Trilli, IEEE, Direct Marketing Manager, Lead Generation

2010 was a great year for us. The IEEE Certified Biometrics Professional® (CBP) program commenced just over a year ago, and we're excited by how quickly the word spread about getting certified. We've had successful CBP candidates from a variety of backgrounds and organizations—including homeland security, defense, law enforcement, IT security, physical security, biometric system integrators, suppliers and consultants. The IEEE has been very pleased with the interest and positive response so far.

The IEEE Certified Biometrics Professional® (CBP) program will definitely continue to grow, as more and more individuals in the biometrics industry take the CBP exam and earn their CBP

Angela Trilli cont'd.

credential. In 2011, the CBP exam will be offered during two testing windows. Candidates will be able to schedule an appointment for the 3-hour, multiple choice CBP exam for sometime between May 21 through June 30, or between November 19 through December 31, 2011. The IEEE has also developed a self-study biometrics training course – the IEEE CBP Learning System, which can be used for exam preparation, training new hires, or for getting up to speed quickly in biometrics. In 2011, we also expect to see the CBP training course offered in an in-class format. For more information about the CBP exam and training course, see ieeebiometricscertification.org.

Eric Lee, Hanwang Technology Co., Director, Marketing & Sales International Division

It was a wonderful year for Hanvon as Face ID has more than 50,000 real installations worldwide. Face ID will be approved as the most usability and cost-effective biometric products in the world with more real installations.

Phil Scarfo, Lumidigm, Inc. Senior Vice President, Sales and Marketing

Lumidigm enjoyed another very solid year with significant growth in product sales. This year we launched a new line of single finger sensors, the Mercury series. With these new products, we have extended our reach into markets previously unavailable to our company. Mercury's smaller form factor embedded matching capability and lower price extend our multispectral value proposition to a broad range of new commercial and mobile applications. With Mercury, we were successful in signing on a number of new channel partners across the world.

Another positive development for Lumidigm is in the increased market awareness and recognition that our approach to fingerprint imaging is more robust and reliable in real world applications. Our ability to reduce common errors has helped us to deploy our technology in even the most demanding field environments and to compete on performance and not just price.

We've also made some excellent progress this past year in getting our first Lumidigm product PIV certified. We see this as another important milestone for us as we continue to make progress towards building products that allow our customers to meet certification requirements without compromising biometrics performance.

Lastly, we have some very exciting developments in R&D for extending our multispectral imaging even further. We will be taking our core technology and capability to even greater levels in future products. I'm very optimistic about 2011 for the reasons previously stated. Not only is our product mix growing but so too are the channel and business partner relationships we are developing to accelerate our business in 2011. In spite of continued economic headwinds, we see our technology as providing some of the necessary components to lower business costs, risks and waste, improve efficiencies, and promote business growth.

All in all we remain quite bullish on our prospects for 2011 and even more so for 2012.

C. Maxine Most, Principal, Acuity Market Intelligence

2010 brought newfound success to Acuity Market Intelligence. Annual revenues nearly doubled while Acuity's prestigious customer list expanded to include an even wider range of government and commercial identification industry leaders. Acuity's planned shift in focus from a general view of biometrics to more targeted analysis of secure credential solutions (see YIR 2009) began with *The Global EPassport and eVisa Industry Report* - first in a series of comprehensive reports on secure credentials. The report was widely hailed as "just what the market needed" to address a critical market information gap validating market demand for "authoritative data driven research".

Acuity will continue to transition from biometrics market intelligence innovator to secure electronic people identification trailblazer with the publication of our second comprehensive report providing critical market data, analysis, and detailed revenue forecasts in the National ID marketplace.

You will also see a revised market presence reflecting Acuity's broadened focus. This includes targeted supplemental reports addressing topics such as Automated Border Clearance and eGates, PKI, Live Enrollment, as well as Regional supplements to our comprehensive reports. You will also see an updated website and a re-launch of the eUpdate to be accompanied by a new eUpdate blog. We look forward to sustained growth in 2011 as we continue to expand our targeted product and service offerings.

Cyrille Bataller, Accenture, Director – Accenture Technology Labs Europe

2010 was an excellent year for us, with in particular our appointment at Biometric Service Provider for India Unique ID, and our very recent qualification for the FBI IT Services framework contract, which complements our existing references in very large scale biometric systems such as at US-VISIT and the European Commission Biometric Matching System for visas. We also saw the deployment of our Automated Border Clearance gates at Heathrow, again a very significant reference given the unmatched passenger volumes.

2011 will see more developments in the fields of large scale identity matching and automated border clearance, as significant programmes are brewing in this space across multiple industry verticals (www.accenture.com/biometrics). As an industry, we have an exciting couple of years ahead!

John Christensen, Northrop Grumman Corporation, Biometrics & Identity Management Account Executive

In April, Northrop Grumman introduced BioTRAC, a ruggedized, portable identity management system for secure and efficient multi-modal biometrics collection in the field. Throughout 2010, Northrop Grumman continued to build upon its development, deployment and operation of multi-modal biometric systems. The U.S. Department of Defense Automatic Biometric Information System (DoD-ABIS) and the Biometric Identification System for Access (BISA) won several government and industry awards. We also further progressed our work with managed biometrics and identity services such as the UK IDENT1 (the authoritative national biometrics database for police) and the U.S. General Services Administration HSPD-12 (shared service provider for biometric credentials). This year Northrop Grumman has invested in, demonstrated and deployed interoperability, standards, policy, privacy and information sharing initiatives that have enabled distributed and federated biometric systems. One such activity was the NATO Coalition Warrior Interoperability Exercise, where interoperability between biometric systems was conducted. Throughout the year, Northrop Grumman has supported all phases of biometrics identity systems from collection devices and biometric enrollments, to data transport, communications, storage, matching, forensics analysis and finally to decisions, intelligence analysis and action analysis. Our customers have been very satisfied with the systems we have delivered and the operational results achieved.

Northrop Grumman is poised to maintain leadership in development of multi-modal biometric systems and the associated value added services that establish mission critical capabilities. The end-to-end biometrics capabilities provided by Northrop Grumman support the front-end collection systems and credentials as well as back-end repository and analysis systems that store, match, analyze and share data. Northrop Grumman also brings communications and networking expertise to the biometric enterprise to solve hard problems like last tactical mile (quickly getting the biometric data across the network through diverse and sparse communications environments) and cyber security (protecting the system, biometrics and other personal data on the network whether during collection, in transit through the network, during matching or at rest in the repository). Special emphasis this year focuses upon the information sharing aspects of these enterprise systems and the automated enforcement of policies and privacy requirements as required. Northrop Grumman is taking a lead role in bringing biometrics and identity management to enterprise applications and the secure cross-over of identities from physical to logical systems.

Colin Soutar, CSC, Director, Strategic Business Development, Identity and Privacy Assurance

Yes, 2010 was an exciting year for CSC in terms of biometric projects. We continued our support for the Department of Defense Biometrics Identity Management Agency and further developed our presence in public sector border and immigration domains. We continued to focus on the use of biometric technologies in support of the broader role of identity assurance. In all these areas, we continue to see the growth of international opportunities.

CSC will continue to leverage its considerable experience in biometric technologies and apply our expertise to multiple opportunities in the public and private sectors. We see developments, such as the use of biometrics in trustworthy environments and the development of Identity Assurance Frameworks, as paving the way for broader incorporation of biometric technologies into other industries, such as the health care and financial.

Harry Helmich, Science Applications International Corporation (SAIC), Vice President and Division Manager

2010 was a good year for SAIC in biometrics. The trend continues towards smaller devices that leverage a more powerful backend to ensure biometrics and identities are processed across larger populations. We saw a continuation of the application of biometrics to new and challenging problems. We expect changes in our programs as our customers evaluate different CONOPS and paradigms such as local matching or match on device vice relying on servers. We also expect that biometric systems will continue to move out of R&D and sustainment, and into programs of record as requirements mature and our customers adopt biometrics as an enduring capability.

Alexey Khitrov, Speech Technology Center (STC), President

2010 was a break-out year for STC/Speechpro. The company celebrated its 20th anniversary by continuing its growth and paving the way for even faster pace in 2011. In 2010 STC deployed world's first large-scale AVIS in Mexico. This ground breaking project essentially created a new product niche on the biometric market – large-scale voice identification systems. We already have a strong pipe-line for such systems in 2011. STC successfully participated in NIST valuation that showcased the strength of our technologies developed by the biggest R&D department in voice biometric sector (over 120 specialists, 25 PhDs).

We are also excited to significantly improve performance of our algorithms and look forward to releasing new products in 2011. We are looking for voice biometrics sector to grow significantly in 2011 and as one of the industry leaders STC is very well positioned to capitalize on the trend. With the strongest pipeline in STC history we are looking to grow the revenue by at least 50%.

Brian Skiba , MaxID, President

2010 was a break-out year for MaxID Corp. We were able to transition from purely a maker of handheld multimodal devices to a more substantial provider of devices, application software and cloud-services all focused on the identity market. While biometrics is a small and important part of that opportunity, the broader “identity” market is showing much more growth and uptake. The US Coast Guard has standardized on our products for both biometric interdiction of HIV (High Interest Vessels) and for the TWIC enforcement program. Our MaxIDentity Suite has been well-received by customers, and is being deployed for TWIC, CAC and PIV situations in a variety of US government agencies. Our border-management business grew dramatically as the mobile requirements of supporting passport/ePassport reading moved up the forefront.

What will 2011 hold for your company/organization/department? We believe that some markets, like TWIC, will eventually move towards true deployment and government agencies will begin enforcing the regulations that were put in place years ago. While we don't expect a rapid, large movement towards compliance, we expect to see an acceleration on the part of the MTSA-regulated facilities. We believe the market outside the US will continue to develop at a faster pace, as the US government finances will remain challenged, particularly at the state and local level. We expect our business to continue to shift its center of gravity from hardware/device-centric towards software-centric.

John Che, ZK Software Inc., CEO

2010 was a good year for ZK because the year-on-year revenue growth was 40%. In 2010, ZK Software released multi-biometric high security product and professional access controller product lines and got very good feedback from our distributors and integrators. We kept our leading position in the time attendance market in the world and have more and more experience for the high and big security projects. We are becoming one of the most professional access control products and solutions providers in the world step by step.

In 2011, we will keep our international marketing strategy. Establish subsidiary companies in the countries which we have good market potential, such as Indonesia, India, Turkey, Thailand. Meanwhile we will hire more and more local technical support and sales representatives for those subsidiary companies to offer local service and support.

We will keep high-speed development in the Time & Attendance and access control market. And we are planning to enter the IP Camera market after 2 years of research. We will merge our IP Camera product lines together with our facial recognition technology and also In-bio access controller, which will be professional solutions for the public security market.

Jimmy Bianco, Time Management Inc an LLC of Control Module Inc., V.P. of Sales & Marketing

Yes we had about a 10% increase in sales directly related to Biometrics.

We are introducing a new reader for workforce management applications that is two factor authentications (Camera/Fingerprint) at the same cost of single Authentication. Our estimates show a potential for another 10% increase in sales.

Sergio Rainero, GREEN BIT S.P.A., Vice President, MKTG & Sales

Overall 2010 was a successful year for Green Bit as together with our partners we were able to win some important tenders like the e-Passport enrollment and 2nd level border control project in Italy as well as the NVIS project in Greece. This is a further proof that Green Bit further broadened its brand recognition. As per our international presence we are especially satisfied with our Chinese subsidiary becoming more and more an important player and technology leader in the quickly growing Chinese Law Enforcement market. Thanks to a couple of new product developments in 2010 like the MultiScan1000 (palm scanner at 1000 dpi) the DactyScan40i (dual slap scanner) and the MiScan (Mobile ID) we further enhanced our value proposition in terms of hardware and software thus able to provide a solution for every possible application where fingerprint biometrics are required.

Green Bit will definitely keep investing in R&D to further enhance our product portfolio to properly respond to all new market requirements that may come in the future. Moreover we are involved in many large scale projects that will bear fruits in 2011 allowing us to further enhance our footprint in market space.

José Luqué, Merkatum Corporation, President/CEO

2010 was a decent year for Merkatum. Our main customers extended the use of our implemented systems in terms of functional and geographic coverage, manifested via new licensing agreements and contractual extensions. Our “emfiva F/FRS” Identity Resolution and Management System evolved positively into a more robust and functionally-rich platform, better addressing customers’ and prospects’ needs. Certain high-profiled projects were not released by contracting agencies on time in 2010, yet we expect them to be tendered and potentially awarded to Merkatum in 2011.

Pipeline hardening, contractual closings, new products in new verticals, continued economic challenges worldwide.

Joe Rosenkrantz, Airborne Biometrics Group, Inc., CEO

2010 was a good year for ABG. Release of additional biometric technologies into the FaceFirst platform such as Iris and other next generation biometrics.

Neil Norman, Human Recognition Systems Ltd., Chief Executive Officer

Since 2002, HRS has experienced year on year growth and this pattern of profitable growth has been sustained through the recession. For the current Financial Year, for which we are on month 5, we have achieved 70% of target for the year, explained no doubt by the reduction in capacity coupled with the growing demand for smarter identity solutions in the market.

Human Recognition Systems differs in the market place in that we build ready-to-deploy solutions. Already well embedded in the Transport, Construction and Defence markets, we will be adding to our portfolio of MSolutions with the launch of 2 very exciting products in Q1 of next calendar year. The launch of these exciting products coupled with our strong profitable growth with the expectation of significantly over-shooting forecasts is the best way we could leave the recession of our generation.

Anatoly Bokov, Sonda Technologies Ltd. General Director

2010 as a whole was quite positive for us especially in the light of the agreement with the venture fund which gave a new impulse to our company. In 2011 we have to strengthen and enhance our positions in Russia as well as in regions of Asia and Africa.

Jason Dugger, e-DATA Corp., Director of Marketing/Creative Design

It's been a great year, as the business continues to grow globally. e-DATA, especially in the last 6 months, has seen the additions of a new company president/CTO, new regional sales managers, a new international strategy and new product development.

We'll continue to ride the momentum of the last 6 months, especially with the introduction/launch of the next generation of e-DATA's product line and refocusing of our current offerings.

Juergen Pampus, VP Sales & Marketing, Cognitec

- Yes, another good year with regard to revenue growth, profit, and market share as well as technology progress.
- New deployments of large facial database systems in Uganda, Mexico, and the Middle East confirmed Cognitec's international leadership.
- Results of the Multiple Biometric Evaluation published by NIST again confirmed Cognitec's leading position in large-scale identification performance.
- Several large international procurements have been shifted from 2010 to 2011, and we expect some of these opportunities to be awarded in addition to new already identified projects.
- R&D investment into basic technology and products for specific market segments will be ongoing and enlarged.

Jason Cook, Smartmatic, Marketing Support Representative

I would say that 2010 was a great year for our company where we were able to achieve some key goals we had set. Internationally this was a spectacular year for the company. We were able to provide the Philippines with the world's largest automated election in a fraction of the time taken to present the results in the past. In the U.S, one of the biggest accomplishments this year would probably have to be that we were able to incorporate a livescan device into the BioBay of the PARmobile. This will allow us to offer the ease and efficiency of the PARmobile to any opportunities that are looking for a 10 finger enrollment capabilities. We have also expanded our presence and incorporated our product in the solutions of some major solution providers in the industry.

In 2011 we look to continue expanding and presenting the PARmobile to as many opportunities as possible. One of the ways we intend to accomplish this is to make sure the PARmobile is on the cutting edge of biometric trends. We are planning to incorporate dual iris as well as providing more options for PIV compliant cameras to be included in the Hammerhead portion of the PARmobile. These additions should ensure that we will continue to offer the most robust mobile enrollment platform on the market.

Young S. Moon, Suprema, Vice President

Expansion of our business portfolio and increased recognition from global market place. The most significant achievement for this year was introduction of Suprema's unique 'Fusion Biometric Technology' which incorporates face and dual-fingerprint recognition technology. On the business side, 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 on global markets by winning a number of government projects in major countries including US, India, China, Brazil and EU countries.

In 2011, we will keep our focus on further developing multi-modal biometrics, mainly with fingerprint & face recognition technology, and we also have a plan to develop integrated security solution effectively combining biometrics and RFID technology.

Russ Ryan, National Biometric Security Project, Vice President

- NBSP was the exclusive biometric sub-contractor on two major awards.
- In 2011 we expect continued growth and expansion into new areas of identity management.

Marc Sima, Avalon Biometrics SL, Marketing & Sales Manager

2010 was an excellent year in terms of business development and product development and Avalon new SBMS & MSBMS platform established itself as a industry leader for border management systems.

Consolidating Avalon Biometrics' role as the market leading provider for border control systems and leveraging further technologies that are unique in the market in Avalon's portfolio.

Martin H. George, Smart Sensors Limited, CEO

Smart Sensors had a good year in 2010, and will end the calendar year with a near 100% increase in sales revenues, having struck a major new partnership with BAE Systems plc in July 2010. Smart Sensors has benefited from its deliberate policy of maintaining a very strong R&D capability in topics related to iris recognition, highlighted by the award of 2 key patents on the determination of image similarity and fuzzy database matching, a very important concept for large-scale template-matching systems. In the current harsh economic climate we have been fortunate in being able to grow our technical team.

We are very excited about the biometrics on the move developments that we are currently pursuing under the sponsorship of BAE Systems plc. We have also been able to build a very strong capability in iris biometrics for embedded and small footprint processor solutions, without sacrificing accuracy performance. As iris becomes a more widely accepted modality and sheds its image of expense and legal difficulties, Smart Sensors feels it is well placed to deliver vital tools for proof-of-entitlement solutions in hosted service systems typified by cloud computing infrastructures.

Jeff Carter, Hoyos Group, CDO

2010 was a banner year for Hoyos. With real world deployments on the border in Mexico, in banking and across the globe our products are in full deployment mode now and we look forward to an exciting 2011 where we launch our consumer platform.

2011 will mark the launch of our consumer products and platform and major deployments across a number of industry sectors.

Paul Schuepp, Animetrics Inc., President and CEO

Animetrics continued to advance the face biometric use within the DOD in preparation for deployment to protect the warfighter.

2011 is all about deployment for Animetrics, in theater use and exploitation of advanced use case of face biometrics for the non cooperative subjects for both facial identification and facial recognition. Facial identification for manual investigations has evolved to an important use of the face biometric especially with the use of 3D tools.

Jeff Brown, SecuGen Corporation, VP of Sales

Very good year. We will ship a record number of sensors this year. We released several new products in our iD series including two devices that combine fingerprint and smartcard readers in one case. They are the iD-USB SC and the iD-USB SC/PIV.

Continued growth in 2011. More new products including an exciting new product that will take SecuGen in a new direction.

Barry Hodge, SecurLinx Corporation, CEO

- The year as whole was a tremendous challenge. Uncertainty brought on by the political climate in the U.S. extended sales cycles and curtailed access to investment capital. This was offset somewhat by an increase in opportunity abroad particularly the Middle East and Africa.
- We had three major successes in new business.
 - i. The West Virginia State Board of Education adopted AmberVision and with funding from the Benedum Foundation will enroll every child in the public school system. The program is also made available to any child under 18 in the State at no charge to parents. As part of the program, any law enforcement officer in the State can have access to facial recognition tools to assist in the recovery of missing or abducted children. www.ambervision.org
 - ii. We completed the deployment of a large scale booking photo management system for a major police department in the Northeast. This included uploading over 75,000 active booking record and linking all district stations to the central data repository. The system is searchable by Blackberry smart phones returning facial recognition comparisons to officers on the street in less than a minute.
 - iii. AmberVision was adopted internationally by Guanajuato, Mexico. This project has the potential to improve the safety of school children there and create tech based economic development in the region.

SecurLinx enters the year with the largest sales opportunity list we have ever had. Our active proposals and quotations are 4X any previous period. Commercial acceptance is growing at an increasing rate. We are very bullish on FY 11 through FY13.

Bojan Cukic, West Virginia University, Center for Identification Technology Research, Professor and Director

This was a good year, our research funding increased ~30%; additional growth, hopefully.

Scott Coby, CEO, Triad Biometrics LLC

We fulfilled a Navy contract but missed on a number of other opportunities. A major highlight was installation of TEAMS at Lockheed's Technology Collaboration Center at the Space and Naval Warfare Center (SPAWAR) in San Diego. We look forward to capturing some high profile contracts both domestically and abroad.

Marcel Boogaard, HSB identification B.V, CEO

HSB identification has seen growing revenues with participation in many new biometric initiatives. We have managed to sell our BioRegistrator® biometric software platform to new markets varying for visum control at civilized borders in Europe as well as large-scale biometric registration and de-duplication projects on remote places in Africa.

For 2011 we will further market solutions which have been proven for other customers. A strong example is a large scale biometric solution to prevent identity theft in the justice chain at police forces, courts and prisons. In our strategy we will continue to develop a leading multimodal platform for fast and accurate enrolment and matching with algorithms, quality tools and hardware devices from different vendors.

Jim Fulton, DigitalPersona, Inc., Vice President Marketing

Yes, 2010 was a good year for DigitalPersona. We enjoyed significant growth of our biometrics products in the Civil ID and point-of-sale sectors and saw the world-wide shipment of our biometrically-enabled endpoint security software on millions of PCs by vendors such as HP and Dell. DigitalPersona will be expanding our leadership in the Civil ID space with deployments of our fingerprint systems in countries throughout the world. We also will be launching an increased set of centrally-managed security applications for enterprise computers that will enable businesses to use biometrics across a range of applications, from hardware startup through disk encryption to Windows and application single sign-on.

Igor GUO, Hangzhou Synochip Technologies Co., Ltd., Technical Director

Yes, 2010 is a good year. And for Synochip, there are cheering achievements: The mass adoption of AS602 single chip USB Key and Fingerprint OTP in financial filed; Now the Fingerprint USB Key with AS602 (single chip solution) has been starting the usage in banks in mainland China and it is expected to be in popularization phase in 2011. The Fingerprint USB OTP based on AS602 (single chip solution) has finished tests, like FIPS and etc, and succeed in launched in several banking system in China and Europe. And in 2011, it will also be expected to enter popularization. In 2011, regarding chip designing, Synochip will develop security chips with match-on-card feature on the foundation of existing models. These chips shall be widely used in fields like smart card, SD Key, USB Key and etc. Regarding the algorithm, Synochip will manage to realize matching on card function within RAM less than 10k on the security chip, and keep as good performance as current one.

Lars Lundgren Jr., Fingerprint Cards AB, VP Marketing & Sales

Very much. After many years of investing in both technology and the market we showed profit. We are also very proud over the growth we show, both in the bank/financial market as well as in some larger government projects. We see new opportunities to expand our market share on our existing markets in Asia, but we also have high hopes on the new markets we just entered. We are also very excited about our upcoming generation of technology, which we believe will be a new milestone, not only for FPC, but also for fingerprint technology. The plan is to release this next generation technology during 2011.

Grant Wickes, Wasp Barcode Technologies, VP Business Development

The year started out very strong with Q1 showing great comparable growth over 2009. Sales continued to be consistent in the back half of 2010. We saw strength in our primary US market with all product areas and sales channel demonstrating improvement. 2010 will end well and we are seeing good momentum as we head into 2011.

Roger van Diepen CEO, Touchless Biometric Systems

Excellent year; won many small and a number of large projects e.g. in the Middle East and South America. Significantly expanded our reseller and integrator network including global players; for 2011 we anticipate accelerated growth.

Mariel van Tatenhove, Validity, Inc., VP, Marketing & Business Development

2010 was an exceptional year for Validity. On the customer side, we were shipping in a large number of models of HP Corporate and Consumer Notebooks, Dell Vostro Notebooks for SMBs, and ASUS notebooks, amongst others. This success has made us the dominant provider of Fingerprint sensors in the notebook PC segment in 2010.

In mid-2010, we closed an over-subscribed round of \$12.6 million in Series D financing, led by a major new investor, Panorama Capital, and including major existing investors.

Throughout 2010, Validity has made tremendous efforts to interact with and reach out to the consumer. Our marketing campaigns this year aimed at creating buzz and conversation around Validity's fingerprint solutions while building general awareness about the ease of use and benefits of fingerprint solutions:

- Co-branded with HP, our 'Password Independence' and 'The Next Generation of Corporate Security' videos demonstrate how to use our in-built fingerprint sensor in HP Consumer and Corporate Notebooks.

Marief van Tatenhove Cont'd

- Validity also recorded the 'Scanning the Street' series of videos, which involves talking to people on the street, at college campuses and other events, about the frustrations of maintaining multiple passwords.
- Validity started to broaden our outreach to the national audience and we were covered on several TV channels to educate the consumer about fingerprint sensors.

Validity is very well positioned for 2011. We have design wins and will be the dominant supplier in consumer and corporate Notebook models across key OEMs like HP, Dell and ASUS, and the attach rates across OEMs is also rising. Now that we have an established a dominant position in the notebook market, we have taken first steps to enter the mobile market segment. We are looking forward to a successful 2011 with continued leadership in the notebook PC space and expansion beyond that.

Moty Grossman, VP Business Development and Marketing, C-True

A tremendous year. Our systems are part of significant installation around the world, integrated in various advanced ways.

2011 will be the year to enjoy our investments and leverage the big distributors' network. We are extending our resellers network and looking for new enthusiastic partners.

Mike Grimes, President, Integrated Biometrics

We have experienced excellent growth and have positioned our fingerprint imaging technology for application environments where size and weight are critical.

New products for new market segments.

Miha Lederer, TAB Systems Inc., Project Manager

With the successful launch of the new Guardeon unit, the Best new access control product award which it received at IFSEC and with many new and important installations that we had especially in banks I will have to say that 2010 was a very successful year for us.

Well, even with the launch of the Guardeon, we will certainly look to continue to innovate. We have some new products on the table now, but not to the point of disclosing them yet. Additionally, we are working hard to ensure that our distributors are successful with smarti, and we will continue to try and fill in the holes in our distribution network.

Mizan Rahman, M2SYS Technology, CEO & Chief Technology Officer

2010 was a great year for our company. I would say that the highlights were the release of our Hybrid Biometric Platform and the growth of our international sales.

Jörg-M. Lenz, Manager Marketing & Public Relations

Yes, indeed. SOFTPRO had a very good year in its 27th year of operation. In 2010 SOFTPRO has established a second office in the US. Rod Vesling and his team are based in California and solely focused only on E-Signing solutions.

The world's leading software specialist for capturing and verifying handwritten signatures reports a successful outcome of the first half of 2010. The SOFTPRO Group is able to document healthy, sustainable growth record for several years in a row now. Sales increased in both the solutions for the electronic signatures as well as for fraud prevention in paper based payment transactions. Compared to the first half of 2009, orders rose by about 9 percent and earnings before interest, taxes, depreciation and amortization (EBITDA) by approximately 16 percent. Earnings before interest, extraordinary income and taxes (EBIT) rose by around 15 percent.

The licensing business is developing in a promising way. Signing without paper is on the agenda for workflow enhancements in almost every industry. In the banking sector we benefit from tail wind thanks to mergers and outsourcing as this fuels the trend for business process automation. More and more financial institutions have grown to a size where our solutions are very attractive for them now.

Our answer to this survey in 2009 contained some information why the implementation of Biometric Signing is no longer seen as an isolated "security project" and aspects of a **holistic view on benefits**. Some additional aspects which became relevant in 2010 may now complement our answers from 2009:

- The requirements of MiFID and AML regulations and the like are met thanks to these improved audit processes. There is no longer a need to rely on confidence on tellers/agents as signatures can be automatically checked prior to formalizing contracts or executing transactions with the method of pre-embedded automatic signature verification.
- Audit processes extremely simplified since signature review can be done with a simple query against all database contracts. Automatic archiving in a centralized digital custody allows instant recovery of original documents (not a scanned copy). Ex-ante compliance checks can be executed at the click of a button: Who (required number of signatures) signed transactions, contracts, agreements, etc. what where (track of the signature location) and when (time stamp control).
- Last, but not least electronic signing is a very vital asset in an overall Corporate Social Responsibility strategy: The user and the environment benefit from a significant

Jörg-M. Lenz cont'd.

reduction in paper usage and have created a truly "green workflow". Less paper means less pollution, saving trees, and water waste reduction.

In October 2010 Analyst Paul Chapman identified **signature verification to be fastest growing segment of global biometrics market** – see *“Biometrics: A Global Strategic Business Report” published by Global Industry Analysts*. Of course, forecasting is more difficult than ever. Especially hardware manufacturers find it difficult to deliver appropriate forecasts as more and more projects stay in an undefined status but the overall trend is the move to digitize handwritten signatures and leverage the benefits of capturing their biometric characteristics to enhance the security of the signing process.

SOFTPRO prides itself of a **very vital partner eco-system** which allows us to deliver best-of-breed solutions that fit in a lot of verticals and their applications. In 2010

SOFTPRO welcomed new partners in Brazil, Canada, Czechia, France, Greece, Germany, Iran, Italy and Saudi Arabia. SOFTPRO's "Partner Academy" in Dubai gathered a large crowd with partners from 15 countries around the world.

In November 2010 SOFTPRO launched its **latest release** of its E-Signing software SignDoc, available for download on SOFTPRO's website signplus.com/doc for a free 90 days test with full functionality. It is the equivalent to the traditional signing ceremony on paper for the 21st century. SignDoc supports to fill-in forms, sign and seal documents with a trustworthy legally binding electronic handwritten signature.

- In its standard version the rich client allows to manage and sign electronic documents in-office or in-the-field and also supports environments where users are working partially offline
- SignDoc Web is the covers the ultra-thin client that allows trustworthy E-Signing in the web-browser. It enables the seamless integration in the electronic workflow, like the following process steps: Pre-filling form-fields with data (e.g. from a customer relation management system), storing documents in a enterprise content system and the option for storing signature data found in the documents into a signature database.

In 2011, we expect to see continued strong growth and expansion in our international markets as well as increase in demand for iris recognition and vascular technology which we support with our Hybrid Biometric Platform.

