

YOUR PASSWORD FOR LIFE

## ID Safe™ Service Partner Program

### Partners benefit from:

- Preferred pricing on starter kit and first order
- Ongoing co-op marketing and incentive programs
- High margins
- Increased profitability
- Opportunities to provide value-added services, such as service agreements
- Lead generation programs

### IT'S ALMOST AN UNFAIR ADVANTAGE

Becoming an ID Safe™ Service Partner means becoming a Reseller of pacesetter products in a market that is expanding exponentially. ID Safe Service Partners benefit from revenue growth, high margins, and a direct relationship with Identicator Technology, the industry leader in fingerprint security authentication.

Fingerprint biometrics are the basis for the new standard in user authentication and access control. Identicator Technology and Compaq announced in July, 1998 the incorporation of Identicator's optical fingerprint reader and software / network applications into a commercial PC OEM solution at an affordable price. This combination of low price and OEM support established the momentum that Solomon Smith Barney noted the following month: "We expect the commercial biometric markets to grow from about \$145 million in revenue in 1997 to as much as \$1 billion on a worldwide basis in the next five years as the new technology becomes widely accepted."

Taking advantage of market momentum and delivering leading-edge products is only the starting point of the ID Safe Service Partner program. Identicator Technology provides information, support and resources to enable members to make the most of the opportunity.

### LEADING-EDGE FINGERPRINT AUTHENTICATION SECURITY

Identicator's products have been installed in thousands of government and law enforcement agencies and more than 15,000 commercial institutions all over the world. As an industry innovator and leader, Identicator was first to offer a cost effective, high resolution, PC-based solution for capturing, searching and matching fingerprints for end user authentication.

### SHARE IN THE SUCCESS

Now is the time to catch the curve at the beginning of the upswing. Identicator Technology is enrolling select partners to be authorized providers of fingerprint security authentication systems and products. Become part of the success story.



## Opportunity is Knocking.

### FINALLY, THE ULTIMATE IN USER IDENTIFICATION: "PASSWORD FOR LIFE"™



Fingerprint biometrics are the most positive and well-known form of personal identification. They have been used for identification for more than 100 years. Identicator's fingerprint identification systems compare selected points on the ridges of fingerprints, known as minutiae points, to achieve a match. The minutiae points describe specific attributes that are unique to each individual and they never change.

Identicator Technology has taken identification technologies to the next level. Using minutiae-based technology, Identicator's BioLogon Fingerprint Identification Technology is a breakthrough solution that—for the first time—implements fingerprint biometrics in a software application rather than on specialized hardware. The result is a far more efficient process that produces identifications—

- at a faster speed than passwords can be typed
- at a fraction of the former cost in manpower, equipment, space and other resources required to manage a password security system

Password and Personal Identification Numbers (PINs) are replaced by stored information about each individual's unique fingerprint minutiae points. Unlike a password, the fingerprint can never be stolen and it never expires. It's a "Password for Life"™.



**PASSWORDS  
AND PINS**

### EXTRAORDINARY MARKET OPPORTUNITY

Concern about security is growing. Whatever the industry, the ability to protect data and secure access is of vital importance. The world is experiencing password and PIN overload. Identicator Technology's Password for Life solutions answer the overload problem.

**ID Safe  
Service Partner**



- **InfoSecurity News** noted that authentication for user computer access control, network security, physical security, and data file security were among the fastest-growing security products.
- **Gartner Group's Business Technology Journal** named biometrics as number one among the ten technologies with greatest potential.

The value-add service and support opportunities for a reseller in this hot market are unmistakable.

### MARKET DEMAND OPPORTUNITIES COME FROM INDUSTRIES AS DIVERSE AS:

- Financial Industry
- Health Care Industry
- Enterprise Information Technology
- Telecommunications

### TECHNOLOGY APPLICATION EXAMPLES

- Internet/Intranets
- Checks
- Electronic commerce
- Enterprise systems
- Interactive banking
- Networks
- Credit cards
- Laptop/notebook computers
- Debit cards
- Desktop computers
- Wire transfers
- Human resources data

# Will You Answer?

## ID SAFE SERVICE PARTNER PROGRAM BENEFITS

As an ID Safe Service Partner, your benefits are many. They include:

### MARKETING AND SALES SUPPORT

- Business development assistance, including aggressive lead generation from direct mail, sharing programs, and trade shows
- Access to members-only web site with helpful sales tools
- Hot link from Identicator website to your website
- Collateral material kits
- Use of Identicator logos and trademarks
- Ongoing co-op marketing and incentive programs

### TECHNICAL SUPPORT SERVICES

- Interactive web-based technical support
- Technical information and downloadable manuals and user guides on website

### COMMUNICATION/INFORMATION

- Secure communications and commerce site for ID Safe Service Partners

### PREFERRED ACCESS TO INDUSTRY-LEADING PRODUCTS

- Hardware: Direct Fingerprint Readers™ (DFR™)
  - Capture the fingerprint for personal identification
  - Provide optimum image quality and consistency critical for accurate comparative performance
  - Operate without moving parts, eliminating the need for adjustment or calibration
  - Work with our advanced software to achieve unequalled speed and accuracy in fingerprint biometric applications

- Software: Powered by Identicator's BioEngine™ proprietary technology
  - Software Developer Kits
  - More than 15 finished applications developed by Identicator Technology and Identicator Software Developing Partners
  - Accurate, speedy, and easy to use
- Partner Products: Identicator has partnered with world-class companies to provide certified ID Safe™ authentication products
  - BioLogon Suite of software products for user authentication and access control services for NT, Windows 9X and Novell network market solutions
  - Turnkey applications powered by BioEngine core technology and developed by software developer partners
  - Hardware developed by partners who integrated our DFR OEM module into keyboards mice, stand-alone products and smart cards

### HOW TO GET "UP AND RUNNING" AS AN ID SAFE SERVICE PARTNER

- Fill out the forms in the application kit
  - Reseller Agreement and Non-Disclosure Agreement
  - Reseller Profile
  - Credit Application
- Receive notification of certification
  - Account number
  - Starter Kit (Choose your own mix of products at discounted prices.)
- Become integrated with the program
  - Your logo on Identicator website
  - Hotlink from Identicator's website to your website
  - Kit of collateral materials and logos for your use
  - Ongoing program benefits

## Why Identicator Technology?

### LEADING-EDGE IDENTIFICATION SOLUTIONS FOR MORE THAN A QUARTER CENTURY

Since 1971, Identicator has been designing and manufacturing biometric identification products, products that use an individual's unique physical characteristics to provide positive identification. The company's innovative approach to technology improvements has earned its products "leading edge" status in many arenas. Identicator products are used in diverse government, military, law enforcement and commercial applications.

Identicator was the first company to introduce fingerprint identification systems that can run on a personal computer platform. Furthermore, Identicator's development of an entirely new core technology and algorithms brought Automated Fingerprint Identification System (AFIS) to a software-only solution. This new approach combined traditional criminal justice accuracy with incredibly fast matching speeds and the most compact minutiae template in the industry. This revolutionary technology has been selected for many applications that were not possible before its introduction.

Identicator has established itself as a leader in the biometrics industry. To improve the collection of electronically-obtained fingerprint image features, Identicator Technology designs and manufactures fingerprint scanners and software. The superior design and output of its Direct Fingerprint Readers (DFRs) have redefined the state-of-the-art in the industry, making Identicator Technology's DFRs the standard for fingerprint readers. Thousands of systems are used for government and commercial applications both in the United States and in more than 25 other countries.

### SETTING THE STANDARD FOR THE INDUSTRY

Identicator Technology is one of the six founding members of the BioAPI, a consortium of technology industry leaders. (The other founders are Compaq, IBM, Microsoft, Miros and Novell.) The consortium was formed to establish an application program interface standard to facilitate widespread adoption of the technology. This standard will ensure that fingerprint user authentication technology is delivered to industry adopters and users in a manner that is inter-operable, easily implemented, and responsive to the demands of everyone involved in deployment.

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