



Solving Challenges for
Biometric Hardware Integrators

IB360[•]

Challenges Facing Biometric Hardware Integrators

Biometric hardware integrators who resell Integrated Biometrics' pioneering fingerprint technology serve as valued suppliers to their customers.

But when integrators only supply hardware, their value to their identity customers is limited.

No customer wakes up one morning and declares, "I need light-emitting sensor technology. Who can sell it to me?"

Customer problems and needs are much broader.

- One customer may require a way to control physical or logical access to its assets.
- Another customer may need to confirm identities of police suspects and identify unknown persons.
- A third may want to provide biometric "tickets" for transportation systems (such as buses or trains), or for sports arenas or concert halls.
- A fourth may need to conduct an election in a way that ensures that only qualified people vote, and that they only vote once.



Integrators cannot remedy such problems with hardware alone. Often the customer requires a complete biometric hardware and software solution. A hardware integrator's value to its customers is enormously magnified if it can serve as the "one-stop shop" to provide a complete solution meeting the needs of its customers.

Ideally, integrators do not want to build too many distinct products for their customers. They want to add software to their value chain without maintaining burdensome investments in engineering and support. And they want to deliver solutions quickly.

How can biometric hardware integrators provide solutions that address the needs of their customers?

Traditional Choices

When biometric hardware integrators offer solutions, they traditionally face two alternatives:

- **Design a custom solution for each customer.**

Biometric hardware integrators can address each individual customer's needs by assembling a solution for those needs.

- This requires vast engineering *expertise* on the integrator's part.
- Development of a custom solution takes *time*.
- Customization results in *expensive* systems.
- And the *risk* in such solutions threatens to derail the project completely.



- **Adapt a commercial off-the-shelf solution for each customer.**

The integrator could simply adapt an existing vendor system.

- But this requires a transfer of expertise from the local customer and integrator to the distant vendor.
- Adaptation of the standard solution takes time and cost.
- And with multiple players the risk of implementation failure increases.

What if integrators had a third choice: a toolset of proven components—collection, matcher, storage, synchronization—to build a complete biometric solution? A toolset that delivers systems quickly? IB360 from Integrated Biometrics provides this toolset.

How Can a Hardware Integrator Use IB360 to Support a Customer?

This example illustrates how an integrator can support a customer with a particular need.

The Hardware Integrator

- A particular integrator offers Integrated Biometrics fingerprint sensors.
- The integrator combines these sensors with other hardware and software, depending upon a customer's specific needs. Other offerings may include RFID, Internet of Things (IoT), and mobile technology.
- The integrator participates in many industries, including defense, delivery, homeland security, law enforcement, logistics, transportation, and voting/elections.
- The integrator addresses a wide range of applications, including smart asset tracking, vehicle telematics, on-street parking management, and logistics traceability.

The Integrator's Problem

- Because of the many technologies, industries, and applications, the integrator faces challenges in responding to customer bids for biometric identity systems.
- Before winning a bid, the integrator must create a proof of concept to demonstrate its ability to deliver a complete biometric identity system.
- To satisfy proof of concept requirements, the integrator must either spend time and money developing a custom solution that the end customer may never buy, or it must turn to an established biometric system provider who will then use its own hardware and software, leaving little business for the original integrator.

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I want to add hardware to my value chain, but it is not in my core competency, and I do not want to maintain the investment in engineering and support.

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The Integrator's Solution, IB360

- A biometric hardware integrator can use IB360 as a toolset to build a more robust system for the end customer.
- The final system can use advanced Integrated Biometrics sensors, incorporating technology for high-quality fingerprint capture.
- The IB360 toolset can handle all data collection, matching, data storage, and synchronization, freeing the integrator to concentrate on other parts of the solution.
- The customer can receive a prototype in 2 days, a proof-of-concept in 2 weeks, and a production system in 2 months.

How does IB360 Benefit **Hardware Integrators?**

IB360 addresses the major challenges integrators face in identity solution development, including:

- Time-consuming processes
- Resource-intensive requirements
- The need for deep biometric software expertise
- The need to develop custom solutions that are difficult to get right the first time
- The need to provide Tier 2 support
- Scalability challenges

IB360 builds on Integrated Biometrics' strengths:

- IB's global fingerprint industry expertise in challenging environments
- In-house software development skills
- IB's experience with large-scale identity projects worldwide

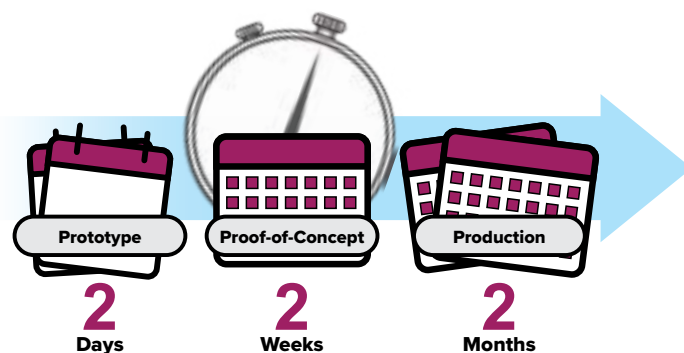
Finally, IB360 provides integrators "a seat at the table" to serve as valued partners to their customers, addressing all their customers' software and hardware needs from their own geographic region and ensuring recurring revenue streams.

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**I need to
manufacture
easy-to-use
hardware
platforms that
address multiple
use cases.**

**I do not want
to build too
many different
products.**

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How does IB360 Benefit **Hardware Customers?**

Customers benefit by partnering with a single local biometric hardware integrator who can supply both hardware and software, and who understands their environment, needs, and challenges.

The local biometric software integrator can use IB360 to quickly address customer requirements.

About Integrated Biometrics

Integrated Biometrics (IB), a pioneer in biometric fingerprint technology, designs and manufactures advanced software, contactless and FBI-certified contact identity solutions. IB's lightweight scanners, supported by our patented light-emitting sensor (LES) technology, outperform traditional fingerprint devices in size, power consumption, portability, and reliability. Global organizations rely on IB's products to enroll and verify identities quickly and accurately, even in remote locations under extreme conditions. Commercial enterprises, government and financial services organizations depend on IB to build innovative, secure applications to establish identity in accordance with national and international standards. For more information, visit: <https://www.integratedbiometrics.com>.



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IB360 offers a significantly lower cost structure, integrates seamlessly with other solutions, and reduces hardware requirements to a quarter of existing options, effectively halving costs... it allows clients to visualize concepts before making substantial investments.

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