Solving Challenges for
Biometric Systems Integrators

IB360

Challenges Facing Systems Integrators

Systems integrators provide a variety of solutions to their customers, often including identity capabilities. There is no "one size fits all" solution for them, since their demands vary according to the following four parameters:

- **Complexity.** A solution could be a simple on-premise system. Or it could be a complex cloud or hybrid system. Sometimes the solution must accept data from hundreds of edge devices and synchronize its central system with multiple regional systems.

- **Industry.** A systems integrator pursues customers in one or more markets. The market affects the solution; a law enforcement solution which "books" suspected criminals differs dramatically from a food distribution solution that authorizes assistance.

- **Environment.** Often a solution must work in challenging environments, such as government or industry security restrictions, the specialized needs of non-governmental organizations (NGOs), or remote sites with limited or no internet connectivity.

- **Technology.** A systems integrator must identify the hardware and software that best supports their customer needs. Ideally the integrator prefers to reduce its cost and risk by not employing its own specialized development staff.

Ideally, systems 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 systems integrators provide solutions that address the needs of their customers?

Traditional Choices

When systems integrators offer solutions, they traditionally face
two alternatives:

- **Design a custom solution for each customer.**
  Systems integrators can address each individual customer's
  needs by designing 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 Systems 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.

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 Systems 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.

> " I need to manufacture easy-to-use solutions that address multiple use cases.
>
> I do not want to build too many different products. "

Prototype **2** Days Proof-of-Concept **2** Weeks Production **2** Months
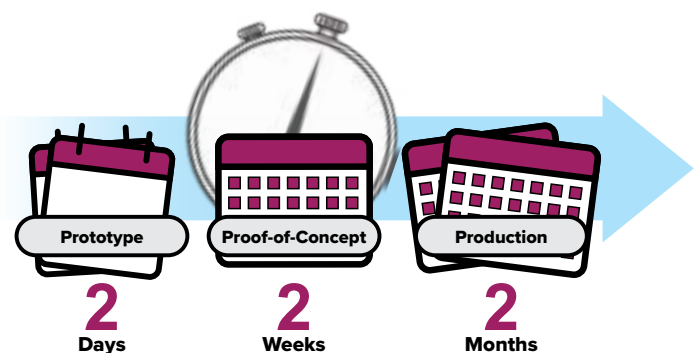
How does IB360 Benefit
Systems Integrator Customers?

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

The local biometric hardware 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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