

2008 Global Biometrics Product Line Strategy Leadership of the Year Award**Daon**

The 2008 Frost & Sullivan Award for Product Line Strategy Leadership of the Year in the world biometrics market is presented to Daon for its DaonEngine and Daon Multi-platform Software Development Kit (SDK). This award acknowledges the ability of the company to introduce a suite of products that meets the real-world needs of end-users in the global biometrics market.

Daon, a privately held company, has presence in the United States, Ireland, the United Kingdom, and Australia, and is expected to establish an office in Dubai, the United Arab Emirates. The company provides a suite of products that enable highly scalable, flexible, and secure solutions for border management and immigration systems, civil identity, traveler identity and access control applications. Following a platform strategy, Daon's products integrate easily with existing systems (including COTS) enabling organizations to deliver a full set of identity-centric services to individuals. Daon's products allow customers to achieve the highest levels of security, reliability, scalability and performance for biometric identity management.

Product Portfolio

Daon has introduced a range of products for a wide area of applications:

- Daon Application Suite - provides a powerful platform and suite of products for the rapid development of scalable, robust, and secure solutions. It provides enrollment, assessment and issuance capabilities within a configurable workflow environment to support small to large-scale deployments.
- Daon Analytics - provides an accurate scientific tool set for the measurement of biometric device and algorithm performance in pilot and operational projects. Daon Analytics enables organizations to understand the real-world performance of biometric components and tailor their deployments to optimize performance.
- DaonEngine - the core flagship platform that enables customers to manage biometric data and associated identity functions in a scalable, reliable and secure manner. With DaonEngine, organizations can leverage multi-modal biometric technologies (face, finger, iris, DNA, hand geometry, voice, and

others) and multi-factor authentication technologies (smart cards, RFID, passports, passwords, ID cards, and others) to provide a broad range of services including verification, identification, watchlist management, investigation, identity issuance and more. This capability is delivered through a true service oriented architecture enabling rapid integration with complimentary COTS products and seamless integration into a customer's business environment.

Significance & Advantages of Daon's Products

Daon is a visionary within the market and its strength lies in the wide range of applications for the company's products. Demonstrated in its deployments, Daon's products have the flexibility to be configured for a wide range of populations - from mission-critical nationally and internationally scaled systems down to small pilots. Furthermore, Daon's products are very flexible and enable organizations to dynamically choose the levels of identity assurance necessary for their business operations. Organizations deploying Daon's product suite are able to seamlessly integrate biometric processes into their business operations in a manner that suits their security, privacy and identity assurance needs.

In an environment where Time To Market (TTM) and cost are key competitive factors, Daon's products help its clients to substantially reduce the risk, time and cost associated with biometric systems.

The differentiating factors of Daon's product suite include:

- **Mission-Critical Quality of Service.** Daon's products are designed from inception to be massively scalable and provide the highest levels of throughput and reliability in the industry. This is further evidenced in their customer deployments.
- **Enterprise Compatibility.** Daon's products fit easily into enterprise systems and support seamless integration with legacy identity systems (such as traditional identity management or case management systems).
- **Multi-Biometric and Vendor Independent.** Daon's products are multi-biometric and vendor independent enabling customers to optimize their deployments of biometric technologies to suit their commercial and target participant needs.
- **Security and privacy.** Daon's products implement the industry's best security infrastructure for biometric systems. This manifests itself in security best

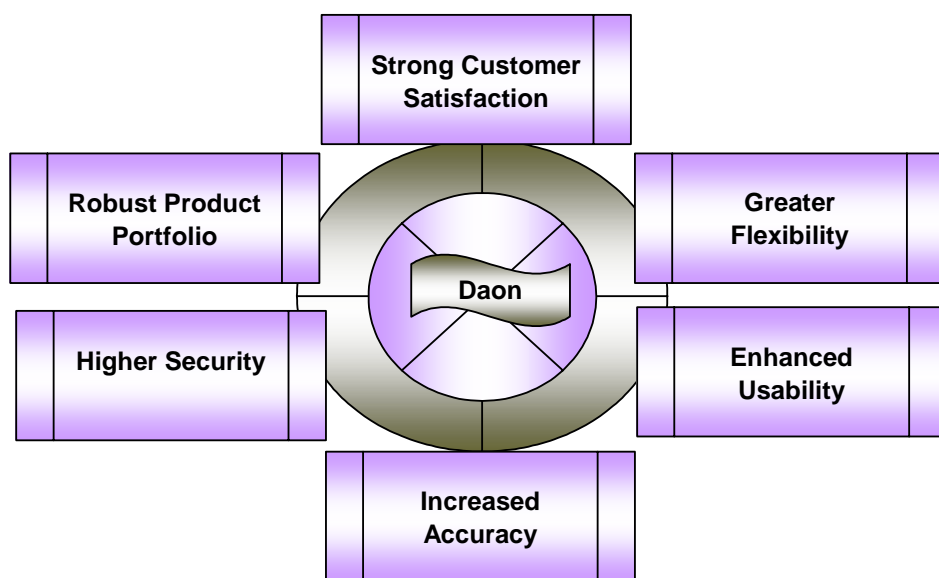
practices such as the use of hardware security modules to ensure maximum protection and privacy of identity data.

- The company has the most flexible platform available, which is highly configurable, proven in the market, and supports solutions ranging in size from very small to very large.

Chart 1.1 illustrates the unique value proposition of Daon in the world biometrics market in 2008.

Chart 1.1

Biometrics Market: Unique Value Proposition of Daon (World), 2008



Source: Frost & Sullivan

Widespread Adoption

Daon has a strong presence on a global scale by entering markets through various partners such as system integrators and solution providers. The company's wide range of products caters to the needs of diverse consumer groups in various verticals and application markets. These include the government, finance, healthcare,

transportation, and large commercial organizations. Daon's credibility can be highlighted through some of the major government projects, which include registered traveller, border control, immigration, and large-scale credential programs. Daon works closely with system integrators, solution providers, and application developers to enhance, extend, and secure their critical solutions. The company has emerged as a significant participant in the world biometrics market due to its ability to provide solutions at optimum prices for customers.

Conclusion

Daon's products are available worldwide, and have gained significant acceptance by the end-user community. Daon's focused strategy on platform leadership is reaping benefits as demonstrated by the important role Daon has played in the world's most critical large-scale deployments. High profile references include, the Security Biometric Clearing Network which serves the US Registered Traveler program, the US Transportation Worker Identification Credential (TWIC), National ID programs for countries like Qatar and Portugal, the Japan Border Control Pilot for ePassports and eGates, Australia's Department of Immigration and Multicultural and Affairs (DIMA), European Union's Biometric Matching System (EU-BMS), and a suite of other biometric security projects. Numerous projects are being carried out by Daon in the United States, Europe, the United Kingdom, Asia Pacific, and the Middle East. Global presence, a sound product platform strategy, with the provision of top-class product support has been instrumental in contributing to the company's growth, making it a worthy recipient of the 2008 Frost & Sullivan Product Line Strategy Leadership of the Year Award in the world biometrics market.

Award Description

The Frost & Sullivan Award for Product Line Leadership is presented each year to a company that has demonstrated the most insight into customer needs and product demands. The recipient company should have optimized its product line by leveraging products with the various price, performance, and feature points required by the market.

Research Methodology

To select the Award recipient, the analyst team tracks all end-user requirements and market dynamics within the industry. This process includes interviews with suppliers, end-users, and industry experts. The product lines are compared with customer base demands, and the top-ranking supplier is then presented the Award.

Measurement Criteria

In addition to the methodology described above, there are additional criteria used to determine the final competitor rankings in this industry. The recipient of this Award should have excelled in one or more of the following criteria:

- Introduction of new products, strategically positioned to balance the product line
- Ability to accommodate different market segments, or different markets within an industry by repurposing technology
- Enhancement of product offerings through optimization of packaging, service, delivery, financing, and/or other value-added services
- Strategic technology or marketing acquisitions or alliances

About Best Practices

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

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