Messaging Guide for ID Suite Product Solution Launch
A Solution Experts Strategy as Presented by Viisage Inc.

Message Overview

We at Viisage are dedicated to the fulfillment of customer needs and requests. We build our new offerings around the simple idea that the spirit of innovation is driven by listening to our customers and responding to the requirements of a changing world in regards to identity and document verification solutions. Our latest product, **ID-Suite**, embodies this philosophy.

Viisage extends its core competency of *ID-Suite: DMV, Border Management, and Law Enforcement* to leverage a new comprehensive product solution strategy for increased market share among state, government, and international agencies that are trying to solve the problem of issuing secure credentials to qualified candidates only and managing the usage of these secure credentials.

With over 15 years of experience, $400 Million in annual revenue, and more than 180 deployments worldwide, Viisage and L-1 are ideally suited to capitalize on these flourishing markets as newly enacted laws such as the Real ID Act and global concerns such as international terrorism are extensively prevalent in today's world. Viisage and L-1 are answering this challenge by developing products such as ID-Suite helping to provide quick and efficient identity and document verification, ensure the public safety, and prevent identity fraud and theft.

What is ID-Suite?

ID-Suite is a patented and integrated hardware and software solution that provides identity and document verification across a variety of markets. The hardware solution consists of the B5000 and B5000-SC (the "SC" stands for "smartchip") document scanner (for documents such as RFID embedded e-passports and secure drivers licenses), and the smaller J1000 card reader (formerly the ID-Guard product). The software solution is a suite of applications that run congruently with the above hardware devices. Modules such as: ID-Examiner, Global ID, ID-License, ID-Passport, and ID Reference provide the human-interface by which to authenticate and adjudicate documents when necessary.

Viisage and L-1 will be launching this new integrated product on October 28th of this year therefore for the purposes of the pending product launch this *Messaging Guide* will deal with the valuation and market opportunities centering on ID-Suite in the DMV, Border Management, and Law Enforcement market sectors.

The new B5000 and B5000-SC are smaller, sleeker, lighter and faster than their predecessors. The B5000-SC (with its improved antennae design) has the enhanced ability to not only read passports but authenticate documents that have the embedded RFID chips in them. Both document scanners support faster customer processing and have a very small footprint which is ideal for environments where counter space is limited. Both the B5000 and B5000-SC also have the following enhancements:

- Ability to take advantage of L-1 leadership in automated document authentication as an option – now or later
- Automated document detection
- New method of holding document in place ("brushes")
- Faster and more accurate reads of both RFID and non-RFID passports

The B5000 is a 5th generation technology—something our competition cannot say.

The new J1000 card reader is a breakthrough identity document authentication scanner that sets a new industry model in size, weight, performance and cost of ownership. The J1000 automatically scans document images, printed text and barcode/magnetic strip information and searches for and authenticates document security features using multiple light spectrums—without sacrificing accuracy or ease of use.

The following sections of this guide comprise the collective wisdom and experience of this organization as it pertains to the ID-Suite Product Solution in the aforementioned sectors.

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An L-1 Identity Solutions Co.

ID-Suite: DMV

Profile

Hardware: *B5000 or B5000-SC*

Software: *ID-Suite, ID-License, ID-Passport, Global-ID*

Key Message

ID-Suite DMV is designed to improve the security and workflow of the front end of the drivers' license process by capturing identity information from applicant documents, authenticating the documents and enabling adjudication of the data with issuing authorities. It provides an increased level of confidence that applicant information is not fraudulent.

The core value of Viisage's next generation of ID-Suite is security, customer-centricity, logging/audit ability, and process-efficiency.

Most importantly, ID-Suite supports full compliance with the Real ID Act of 2005 that establishes national standards for state-issued driver's licenses and non-driver's identification cards.

Value Proposition

ID-Suite DMV makes data capture and data management of identity documents a breeze with a robust user interface and a powerful back-end database engine. This application has been designed for scalability as customer needs increase over time.

Benefits

- Adjudication of identity credentials - Takes advantage of an extensive passports and drivers' license/ID template database for adjudication of identity credentials using automated data and image analysis.
- Data capture and storage - Enables image and demographic identity data capture for issuance processing and auditing and data mining.
- Secure workflow management – Provides a controlled process for the capture, vetting, storage, reporting and analysis of identity data.
- Seamless Integration - Easily integrates within existing data infrastructure.
- Unique among its competitors by its integration with massive facial recognition database main frames and search engines such as AFIS and ABIS.

Competitive Advantages

As a result of the new functionality of our B5000 and B5000-SC, our competition [read: Digimark] has emulated our product in an attempt to gain market share. Viisage is clearly a leader in this industry and a trendsetter in which the competition trails behind.

Viisage's solution offers full reporting capability and functionality that provides any DMV administration full insight into field operations broken down by:

- Specific operator, site, time of day/week/month
- What documents have been authenticated, scanned, verified, passed, failed
- Allows DMVs to focus and allocate time and budgets appropriately on training, resources, attention and investigation personnel
- Reports/application is web based to allow total viewing from any internet accessible PC

Viisage's solution offers a maximum customer service advantage including:

- transactions can be suspended mid-transaction should a problem or question of validity arise
- customers will not have to start over if there is a problem with his/her initial visit
- customers can proceed to a different step and come back to the process if they have to

ID-Suite: Border Management

Profile

Hardware: *B5000 or B5000-SC*

Software*: ID-Examiner, Global-ID, ID-Passport, ID-Reference*

Key Message

Viisage, as a division of L-1 Identity Solutions, leverages off the biometric technology of sister divisions, Identix for facial and fingerprint, SecuriMetrics for Iris. Viisage also does extensive credentialing work in the US through driver license issuance and works with state governments to comply with the Real ID Act. Viisage is experienced in providing end-to-end solutions based on customer requirements, and has deployed over 4,000 document authentication solutions in over 20 countries' border crossings.

Funding for newly integrated digital deployments is coming, e-passports are here, and most agencies have held off their spending on readers. Furthermore, the new readers offer an upgrade path that allows the device to go from a simple reader to a document authentication system with a software upgrade. This allows for increased value as the needs of the customers might change over time and they will have a greater ROI on their hardware investments.

Value Proposition

- Approximately 40 countries are now using e-passports, including roughly 27 European Union countries as well as Japan, Malaysia, Thailand, and the United States.
- Enhanced security, faster passenger processing, better customer service, and assurance that identity documents presented are valid provided through tried and proven automated document authentication solutions
- Automated reading and authentication of e-passport documents with contact-less smart chips, as well as passports, driver's licenses and ID cards
- Customizable to integrate additional security layers with biometric identity verification and watch list screening applications

Benefits

Viisage's ID-Suite for Border Management is a hardware/software platform designed to automatically read and authenticate e-passport documents with contact-less smart chips, as well as passports, drivers' licenses and ID cards that individuals use as proof of their identity. ID-Suite uses a patented authentication process to perform its security checks automatically in seconds to provide enhanced security while ensuring better customer service. ID-Suite is a proven commercial product deployed in numerous locations worldwide.

- Modular design, with the ability to implement additional security layers as needed.

- Smart Chip enabled for ICAO e-passports and US VISIT requirements.
- Reliably authenticates identity documents to assist in ensuring that the individuals are who they say they are.
- Automated authentication speeds document processing and decreases errors due to human limitations such as fatigue, collusion, and extortion.
- The system's simplicity and degree of automation requires minimal training.
- Compares against extensive, regularly updated document template database

Competitive Advantages

Under contract with the Australia Department of Immigration and Multicultural Affairs (DIMA) and the Australian Customs Service (ACS), Viisage has helped these agencies to roll out a large-scale solution to their immigration-related challenges.

Australia's Department of Immigration and Multicultural Affairs awarded Viisage the contract for authentication of e-passports; this marks the third consecutive contract from an Australian agency for Viisage.

L-1 Identity Solutions, Inc. was selected by Vision-Box and Portugal's Servico de Estrangeiros e Fronteiras to provide automated document authentication technology to help automate border crossing at Faro International Airport in Portugal. L-1 delivered readers to Vision-Box for integration in their kiosks as the primary gateway through Portuguese customs.

The Viisage ID-Suite hardware units frequently win in head-to-head competition with major competitors such as 3M.

Viisage has deployed over 4,000 systems in over 20 countries' border crossings.

ID-Suite: Law Enforcement

Profile

Hardware: *J1000*

Software*: ID-Examiner, ID-License*

Or

Hardware: *B5000 or B5000-SC*

Software: *ID-Examiner, ID-License, ID-Passport, Global-ID*

Key Message

Viisage offers an economical yet highly secure turnkey digital solution for agencies in the area of Law Enforcement. Our biometric solutions along with a comprehensive series of facial and identity recognition applications such as FaceEXPLORER and ID-Suite provides the tools and resources necessary to help law enforcement agencies battle identity theft and fraud and improve overall public safety.

Value Proposition

The J1000 is a smaller and more economical offering for our customers.

Deployments in Illinois and Oklahoma have netted thousands of perpetrators of identity fraud and theft, proving "in the field" the value and operational advantages of using this solution.

Benefits

The J1000 is unmatched in its capabilities to perform full document authentication, and does far more than merely read the text or barcode. The J1000, coupled with iA-EXAMINER and iA-License software applications, provides in-depth secure credential authentication that is unmatched.

Competitive Advantages

The Illinois Secretary of State (ILSOS) and Viisage teams worked closely to design a system that enables the ILSOS and state law enforcement agencies to work together to identify, investigate, and prosecute fraud. The Viisage solution was selected because of its technical superiority and pricing, and the ILSOS continues to work with Viisage because its identity solutions stand out as a result of the company's industry-leading technology and unique understanding of customer needs.

Viisage's integrated biometric solution—face recognition and fingerprint (touch signature)—services 64 exam offices and 277 motor licensing agencies for the Oklahoma Department of Public Safety (DPS). And as a result of this Quality of Service to date, after the issuance of over 2 million secure drivers' licenses, the Oklahoma DPS has

uncovered thousands of potential fraud cases that are now being actively investigated and prosecuted.

Viisage has consistently exceeded any other solution provider in Law Enforcement solutions and implementations:

Closing Remarks

The Viisage ID-Suite Product Solution consisting of its tightly integrated hardware and software components offers its customers a maximum ROI in their technology needs while enjoying the benefits of complete internal controls/audit/reporting capabilities of their system. Furthermore, Viisage offers a level of customer service and training of personnel that is second to none among its competitors.

ID-Suite creates a complete, permanent record with images of all scanned documents, ensuring that the question, "why did you issue a credential to this person?" is answered and with a degree of trust and security that cannot be gained without the use of this technology

ID-Suite guarantees that the proper primary and secondary documents are presented by the customer, without the proper documents, the transaction cannot continue, allowing the issuing organization to have internal controls support and decrease internal fraud.

And finally, ID-Suite has an inherent flexible architecture that allows the integration of future technologies/capabilities such as the Biometrics of face/finger/iris identity verification.