

**Biometric Consortium
Conference 2002**

**Applications of
Biometric Technologies**

September 24, 2002

Introduction

- Who am I
 - Managed Army Biometric ID ATM in 1983
 - Publisher/Editor of Personal ID News 1985-1998
 - Founded CardTech/SecurTech in 1990
 - benmiller@comcast.net
- Purpose of This Track
 - Establish baseline understanding of the state of biometrics in major application areas
 - Provide sense of market driven nature of success

Morning Session

- **Where we are, Where we are headed**
 - **Ben Miller**
- **Stockholm School System**
 - **Brice Eldridge, Novell Corp.**
- **Now Your Car Knows You**
 - **Dr. K. Venkatesh Prasad, Ford**

Afternoon Session

- **Biometrics and Single Sign-on**
 - Julian Waits, BioNetrix
- **From Bond to Boardroom**
 - Sheldon Watson, Fidelity
- **Secure Payments**
 - John McNally, BioPay
- **Trusted Identity**
 - Stephen Price-Francis

Split Personality?

- **Over 100 Million Transactions**

- Number of biometric transactions in the University of Georgia meal plan established in 1978

- **Success because:**

- Common sense solution
- Very easy to use
- Super solid performance and reliability

- **Less than 100 Million Dollars**

- Dollar sales of biometrics in non-AFIS applications
- Super long intro. stage
- First install in 1968

- **Frustration because:**

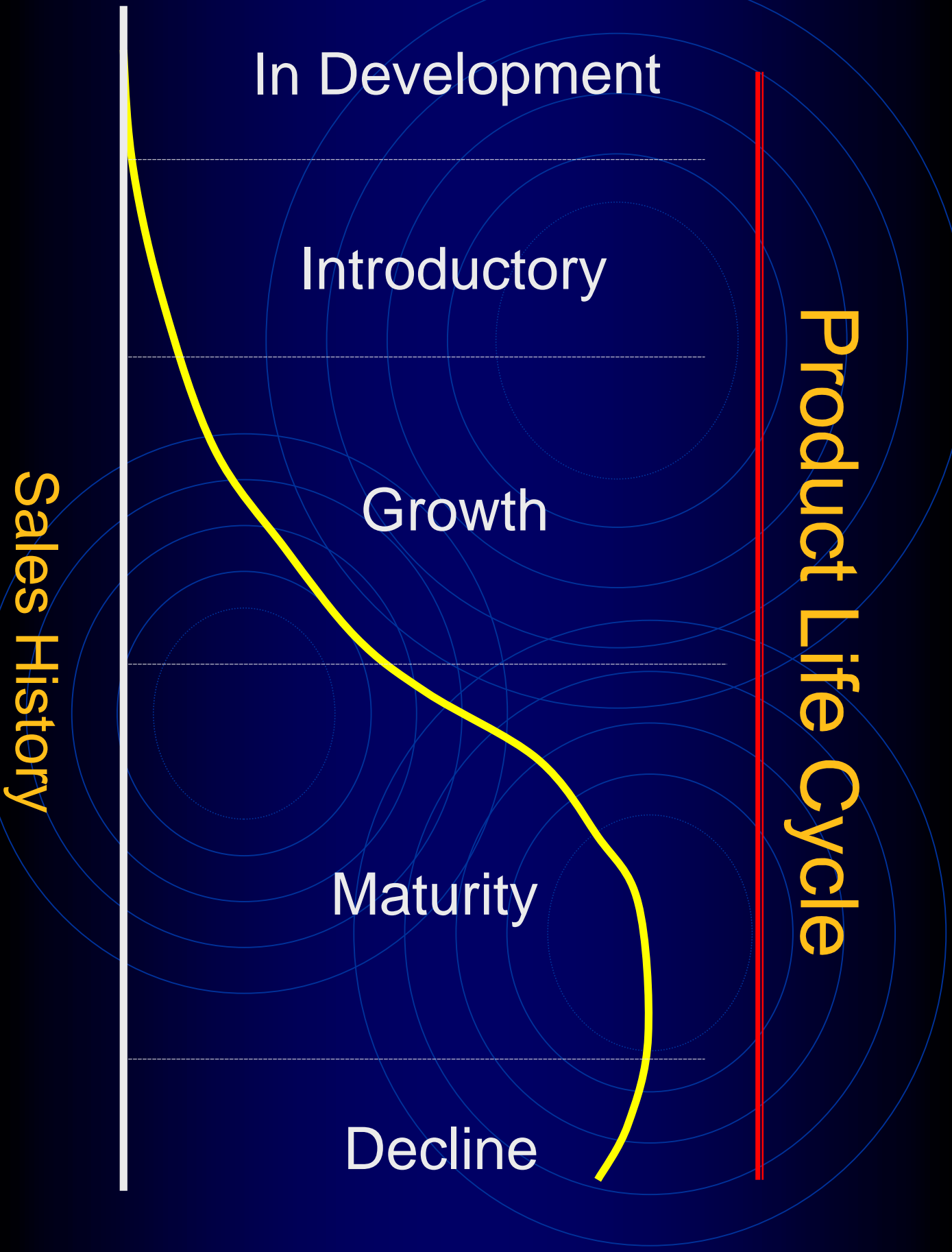
- Real world performance lags
- Lack of empathy with users
- Hype and “Premature Expectations”

Long-term Vision is Clear

- Biometrics will be a pervasive part of the second stage of the information age
- Link of people to networks allowing services to grow, by providing
 - superior convenience
 - less insecurity
 - greater trust
- Reducing the challenges of:
 - ID theft
 - Fraud
 - Global travel

Adoption of Innovation

- Innovators (2% to 3% of market)
 - like to try new things
- Early Adopters (12%)
 - perceive “respect” in being leaders
- Early Majority (35%)
 - deliberate about having the pieces together
- Late Majority (35%)
 - skeptical



In Development

Introductory

Growth

Maturity

Decline

Sales History

Product Life Cycle

Applications by Market - Large Scale

- Law Enforcement
 - Investigative/Forensic: Early Maturity
- Civil Government
 - Social Services: Early Growth
 - Large-scale ID: Introductory
 - E Authentication: In Development
- Homeland Security, Immigration, Travel
 - Employee/Worker ID: Introductory
 - DL, Passport, Registered Travel: Introductory

Applications by Market - General

- Physical Security
 - High security: Early Growth
 - General access control: Introductory
 - Time & Attendance: Early Growth
- Financial
 - Check Cashing: Introductory
 - Payments: In Development
- Commercial ID
 - Enterprise Security/ID: Introductory
 - HIPPA: Introductory
 - Internet ID & Authentication: In development

Applications by Life Cycle Stage

- In development
 - Payments
 - Internet ID & Authentication
- Early Growth
 - Social Services ID
 - High Security Access
 - Time & Attendance
- Introductory
 - Large Scale ID
 - Employee ID
 - General Access Control
 - Enterprise Security/ID
 - Computer Access
 - HIPPA
- Early Maturity
 - Law Enforcement Investigative/Forensic

Relative Size of Markets

(by transactions, descending order)

Internet ID & Authentication

Payment Transactions

Enterprise Security

Access Control / Time & Attendance

Social Services ID

Law Enforcement

Biometric Niche Applications

- Disney Annual Passes
- Voting - General and Legislative
- Prisoner Release
- Speed Boat Ignition
- Fire Arms Safety
- Digital Notaries
- Home Confinement
- University Meal Plans

Real Life

- Success comes from satisfying market needs:
 - Providing Convenience
 - Reducing Insecurities
 - Facilitating Progress
- ✓ **With minimal pain, cost and disruption**

