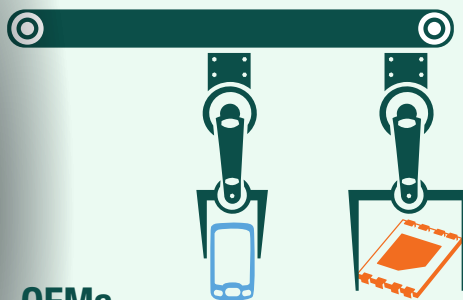


# BIOMETRICS

CAN YOU FIND YOUR PLACE IN THE VALUE CHAIN?

## SEMICONDUCTOR MANUFACTURERS

- Do manufacturers invest R&D accordingly?
- What part of the value chain should I invest in?



## OEMs

- How is the emergence of new market leaders affecting the entire landscape?
- When is it the best time for me to enter the market?
- Is the biometrics ecosystem sustainable?

## SOFTWARE DEVELOPERS

- I've created an algorithm, am I now set to succeed?
- The Battle of Software: innovative SDK's, top scoring algorithms, data management platforms. Where do I stand in the ratings?



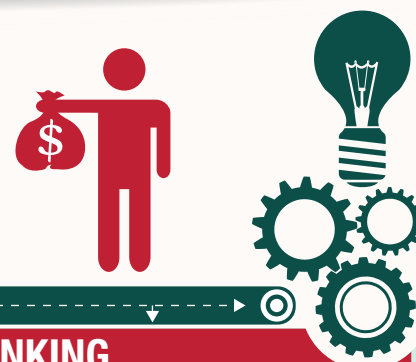
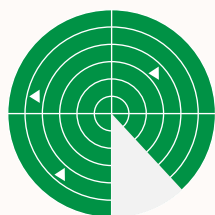
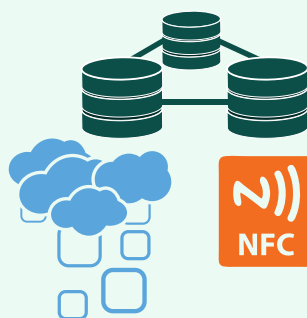
## BIOMETRIC MODALITY OFFERINGS

- From the niche to the mass-market: which startups are launching into the big leagues?
- Am I taking advantage of the solutions startups offer?
- Should I invest in fingerprint, eye, voice, or another physiological / behavioral characteristic?



## VALUE INTEGRATORS

- Every biometric market vertical has distinct characteristics—is originality awarded or punished in my chosen vertical(s)?
- Which technology-vertical-application combination has the highest ROI—now and in 12 months?
- How should I add more value to my services?
- If I fail to act quickly on an emerging trend how long will my revenue stream be pushed back?



## GOVERNMENT

- As the biometric market shifts from government to consumer and enterprise driven how does that affect the value chain?
- Certifications, data channels, security protocols: how can I enhance my solutions to the government and military?

## CONSUMER AND ENTERPRISE

- How will new biometric applications in CE affect my business?
- Will I be cut off the value chain and which companies will be acquired in the future?

## BANKING

- Which is more important: scalability, dependency, or power?
- What's the least expensive route to take my technology from a success to failure?