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# DigitalPersona, Inc.



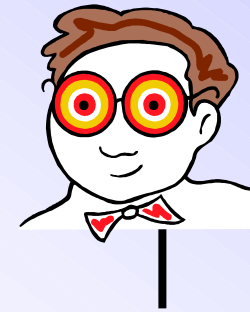
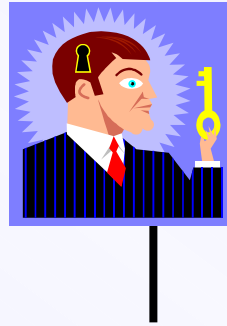
Creating the authentication  
infrastructure for a digital world.



# Rising Security Needs

## Secure Access Control is Critical

Users



*Access Security*

Information



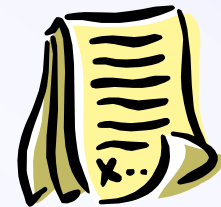
Engineering,  
Intellectual Property ...



Employee Records,  
Health Plans ...



Accounting,  
Payroll ...



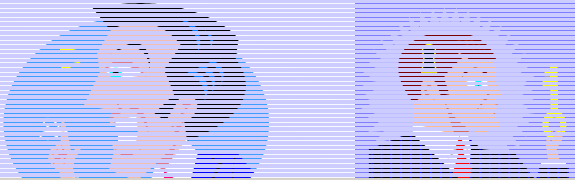
Email Accounts,  
Contracts,  
Customer Lists



# Rising Security Needs

## Secure Access Control is Critical

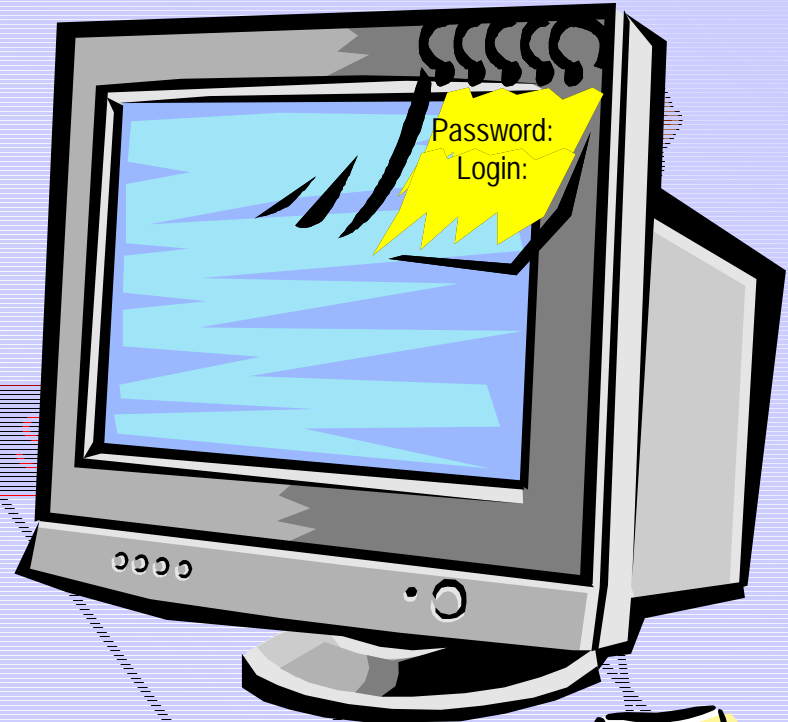
Users



**Enter Password** [?] [X]

User Name:  [OK]

Password:  [Cancel]



Information



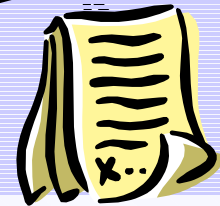
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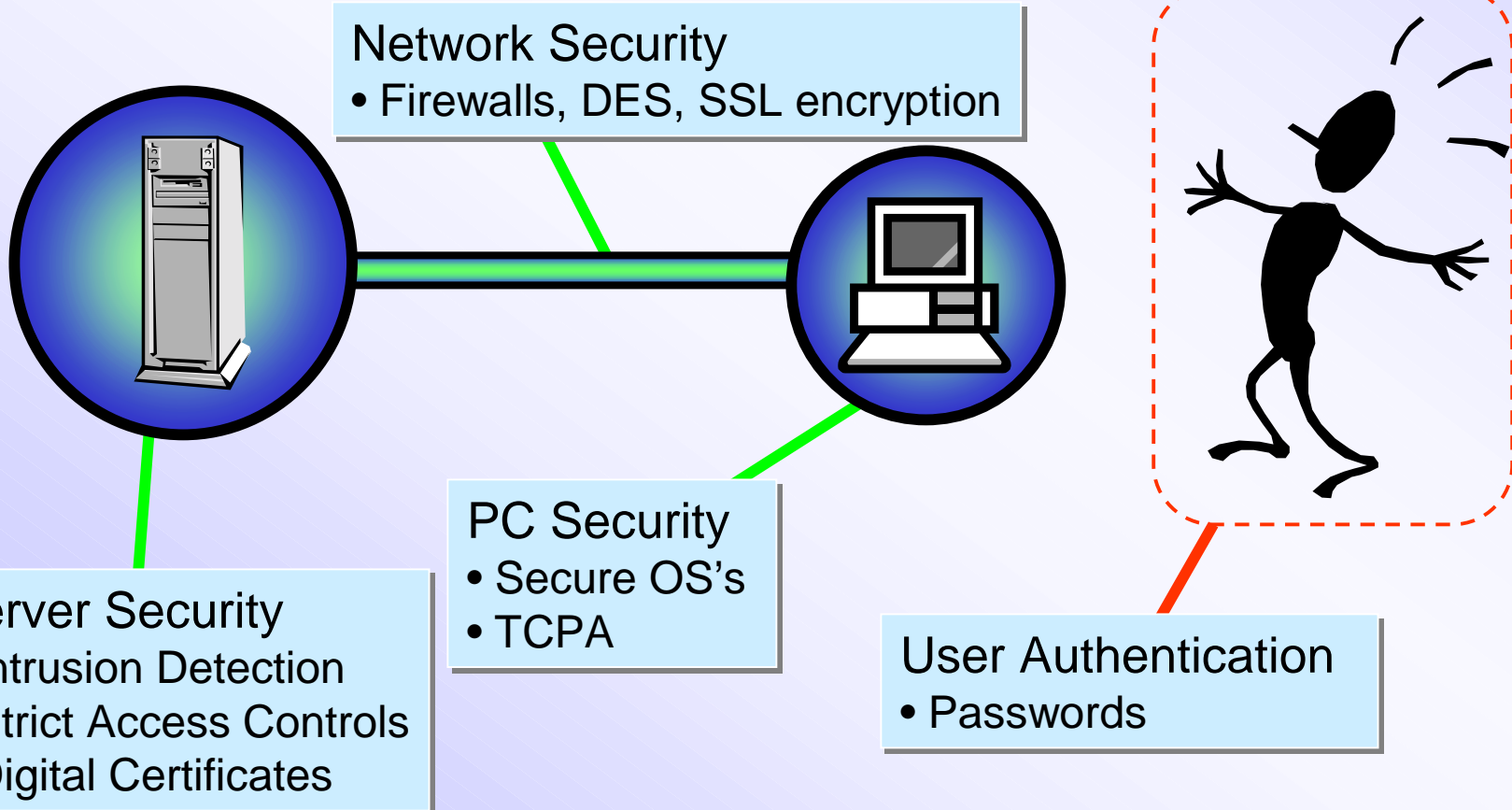


# User Authentication

## The 'Achilles Heel' of Corporate Security

What's the weakest link in the security chain?

People !



# Password Security ?

## Lack of Control Severely Limits Security

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Low security...

71% unauthorized break-ins by corporate insiders!  
2000 CSI/FBI Computer Crime Survey



84% of bank fraud is committed by in-house staff.  
Bank Technology News- Survey 2000, Cap Gemini Ernst & Young

... high frustration...

40% of all help desk calls are for forgotten passwords.  
Gartner Group



... and costly.

Each year companies spend up to \$200-\$300  
per user trying to maintain secure passwords.  
Gartner Group, Forrester Research



# New Credential Technology

Today's credential options for user authentication:



**WHAT YOU KNOW**  
Passwords

**WHAT YOU HAVE**  
Smart Cards, Tokens

**WHO YOU ARE**  
Biometrics



Advanced Technology

- User Specific
- Not User Dependant

# Biometrics

## *Security & Convenience*

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### Convenience

- ✓ Never forget it
- ✓ Can't lose it

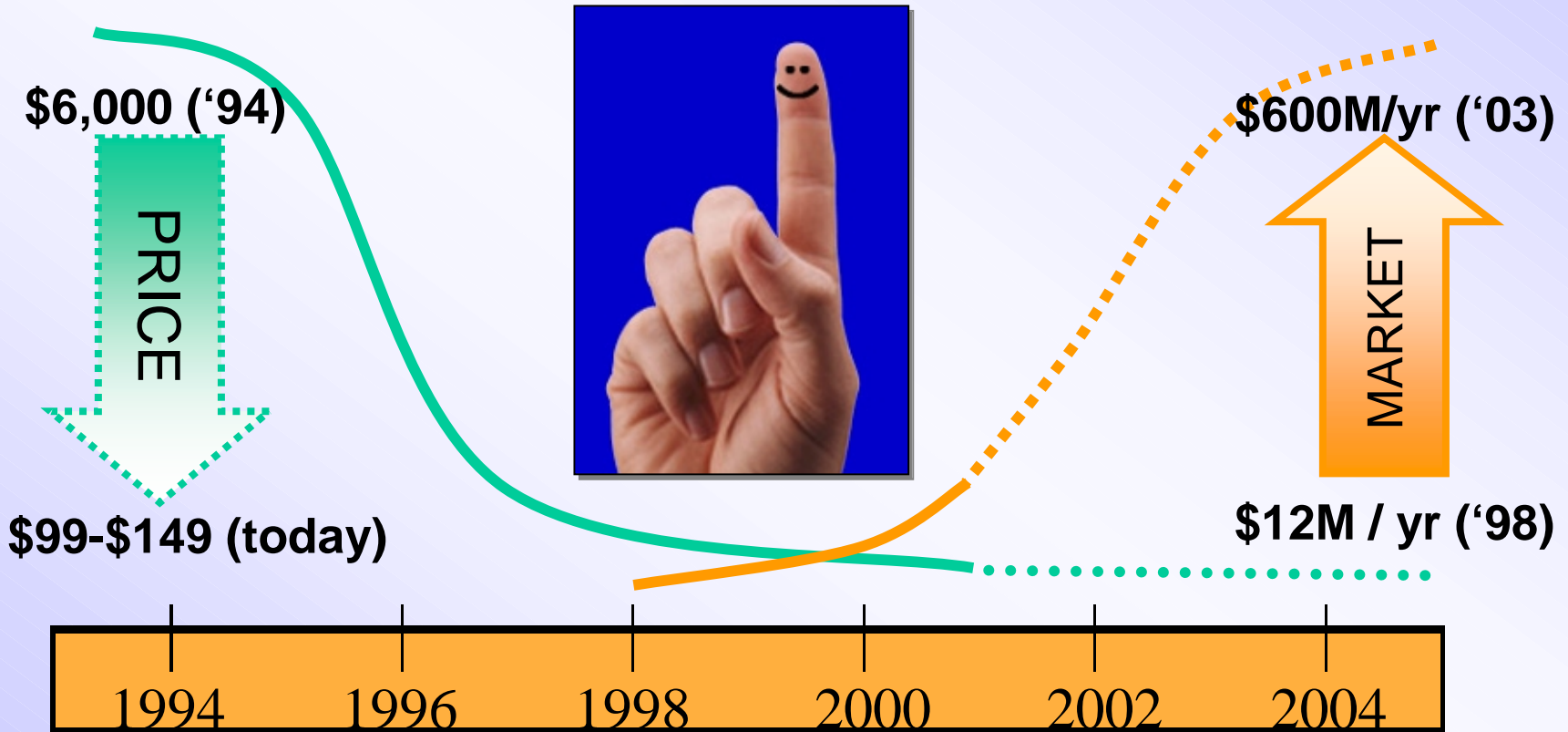
### Security

- ✓ Unique to individual
- ✓ Can't be stolen
- ✓ Can't be guessed
- ✓ Can't be shared



# Biometrics Market

## Rapidly Securing IT Environments



Market Forecast Source: International Biometric Group





# IT Authentication Market Forecasts

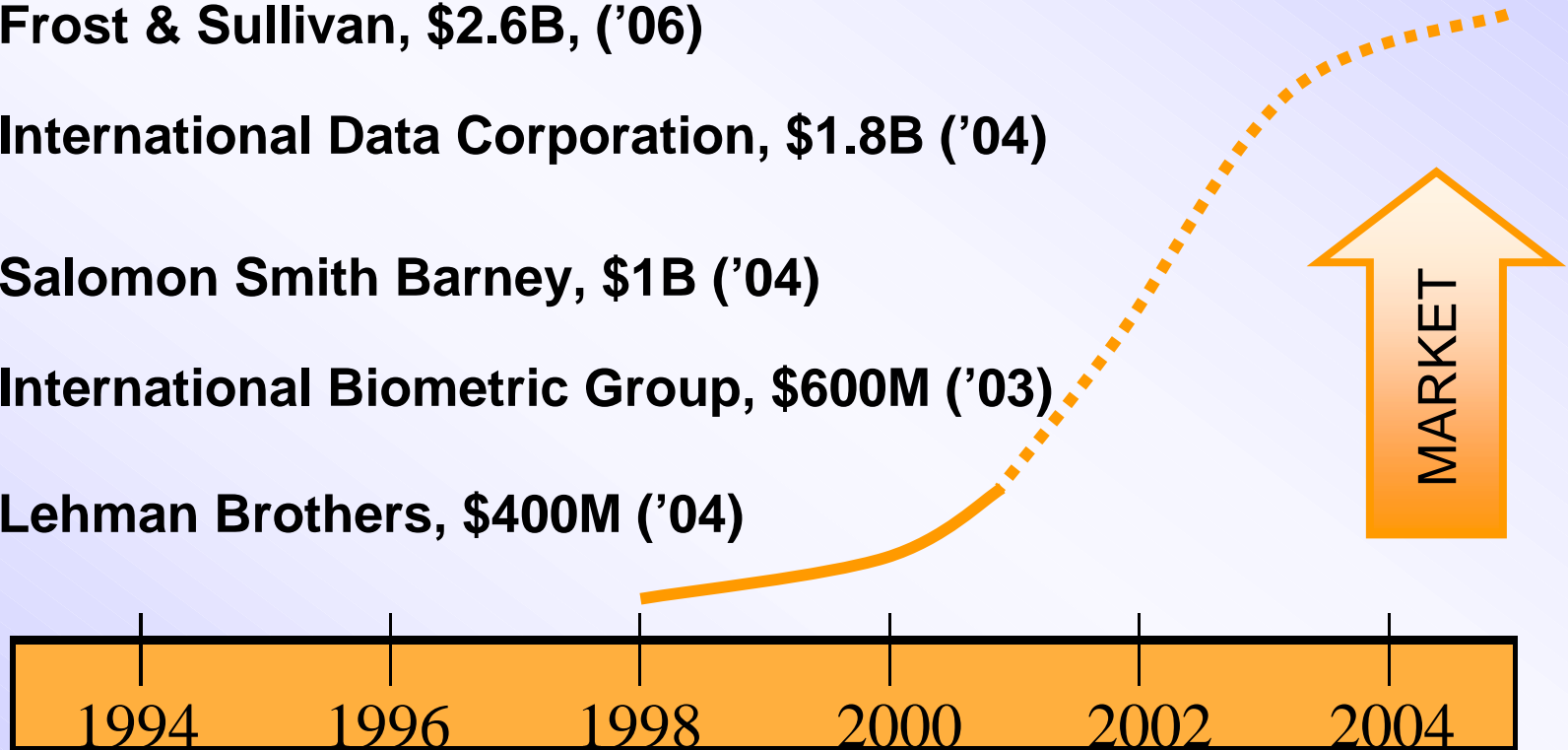
**Frost & Sullivan, \$2.6B, ('06)**

**International Data Corporation, \$1.8B ('04)**

**Salomon Smith Barney, \$1B ('04)**

**International Biometric Group, \$600M ('03)**

**Lehman Brothers, \$400M ('04)**



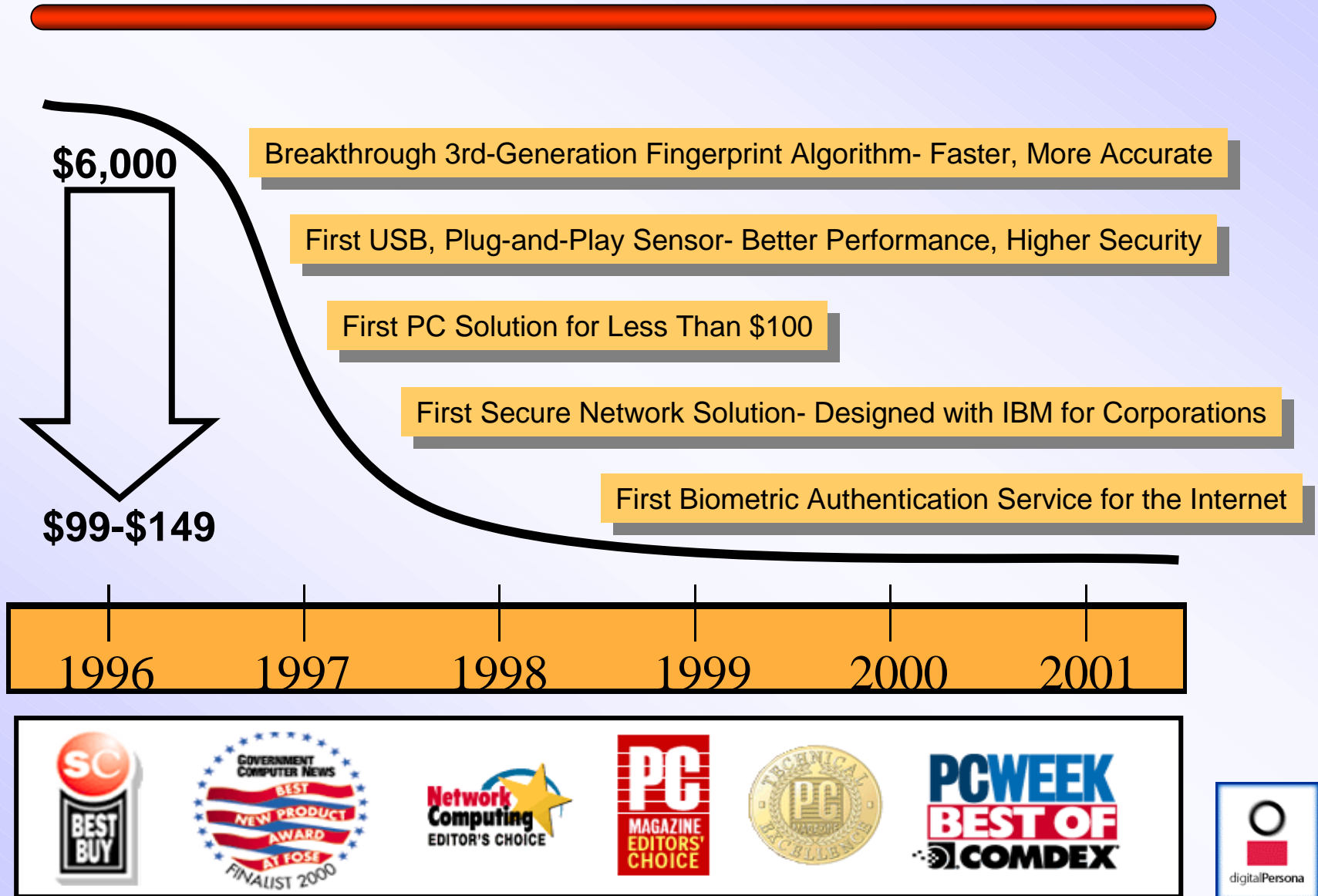
**International Biometrics Group:**

**1999 Biometric Systems Revenue \$58.4M**



# DigitalPersona™ U.are.U

## Industry Leadership



\$6,000

Breakthrough 3rd-Generation Fingerprint Algorithm- Faster, More Accurate

First USB, Plug-and-Play Sensor- Better Performance, Higher Security

First PC Solution for Less Than \$100

First Secure Network Solution- Designed with IBM for Corporations

First Biometric Authentication Service for the Internet

\$99-\$149

1996

1997

1998

1999

2000

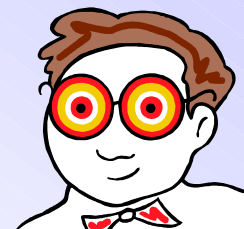
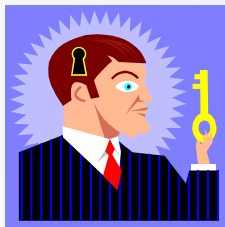
2001



# U.are.U Pro

# Biometric Authentication System

Users



Information

Enter Password

User Name: JimA

Password: Jim

OK

Cancel



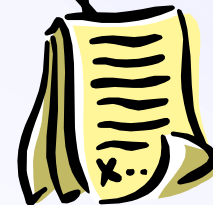
Engineering,  
Intellectual Property ...



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Health Plans ...



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# U.are.U Pro

# Biometric Authentication System

Users

Information

Engineering,  
Intellectual Property ...

Employee Records,  
Health Plans ...

Accounting,  
Payroll ...

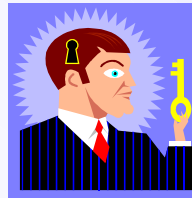
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# U.are.U Pro

## Enterprise Ready- Secures all Applications

Users



User  
Authentication

# U.are.U Pro

Applications

### PC & Network Logon

- Windows 98
- Windows NT
- Windows 2K

### Application Servers

- Win NT/2K
- Unix App's
- Linux App's
- Mainframe

### Web-Based Applications

- Intranet
- Extranet
- CRM, ERP...

### Other Security Technologies

- VPN
- Digital Certificates
- PIN codes
- Smart Cards

*Comprehensive  
Enterprise  
Support*



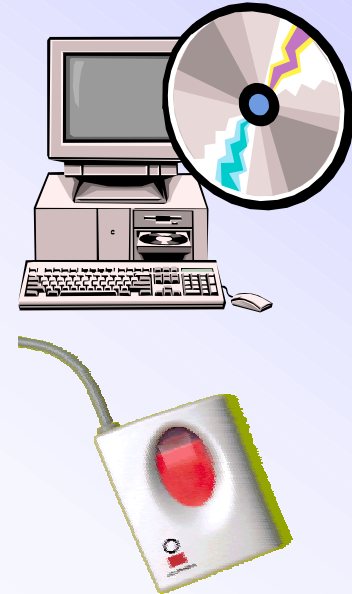
# U.are.U Pro

## Biometric Authentication System

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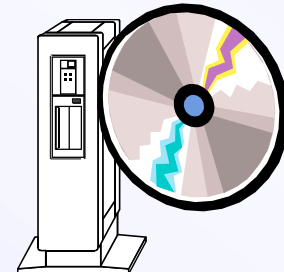
### U.are.U Pro Workstation

- U.are.U Pro Workstation Software
  - One Touch™ Application Suite
  - Administration Software
  - Windows 95/98/NT/2000/Me
- U.are.U Fingerprint Sensor
  - USB plug-and-play
  - Secure Design (local encryption and challenge-response link)



### U.are.U Pro Server

- U.are.U Pro Server Software
  - Windows NT and 2000 Network Servers
  - Back-up Controller Support
  - Administration Tools



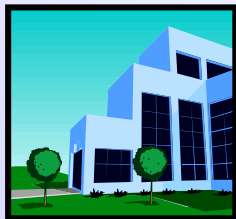
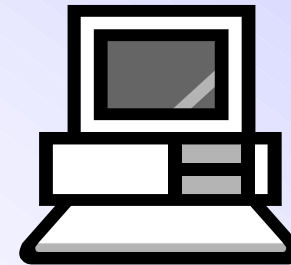
# U.are.U Pro

## PC & Network Ready- Supports Critical Environments



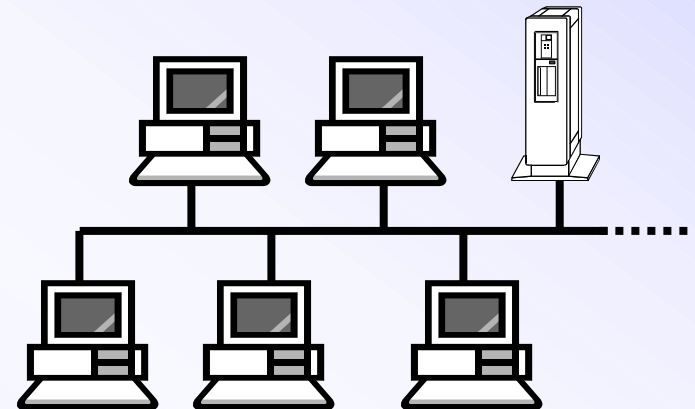
### Standalone PC's

- Protect telecommuter PC's at home
- Strong logon policy support
- Secure encrypted disk space



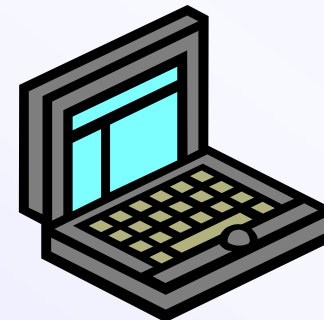
### Corporate Networks

- Protect against unauthorized attacks
- Scales to 1000's of users
- Strong network logon policy support
- Secure central storage of user records
- Central system administration tools
- Back-up server and database support



### Mobile Users

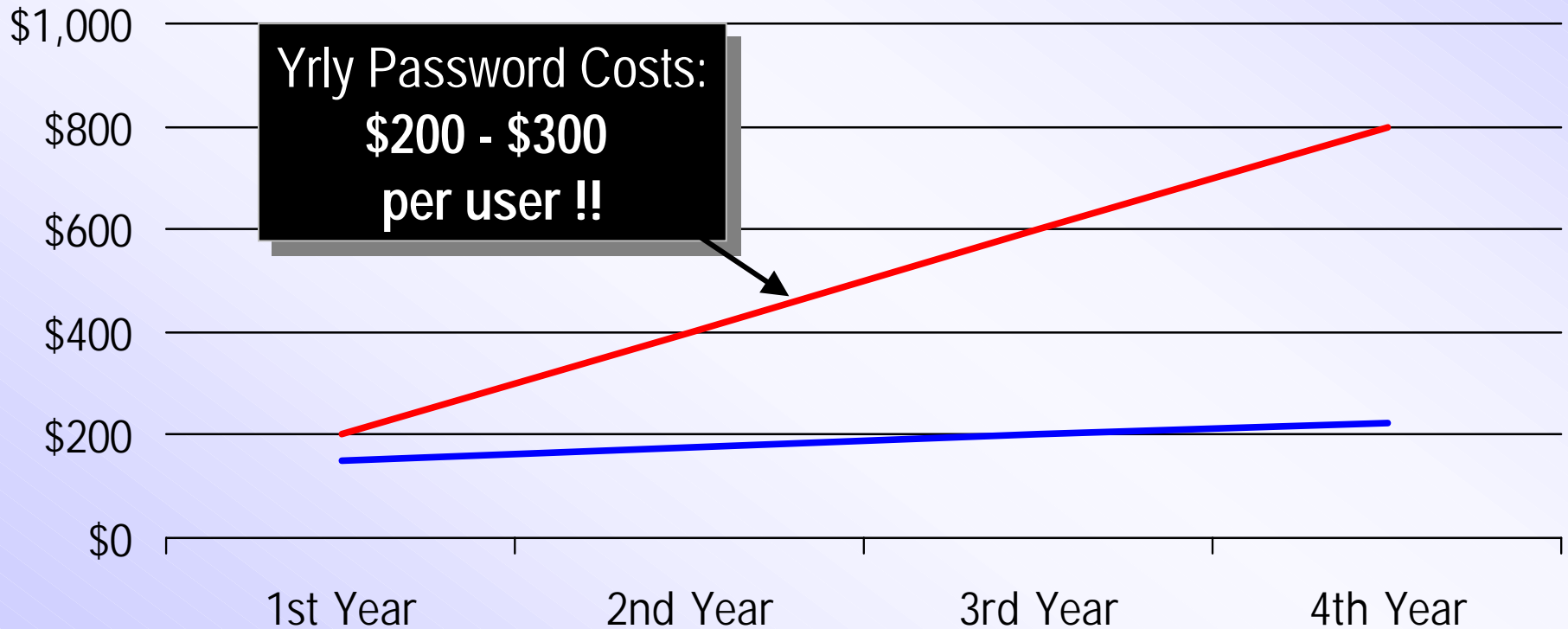
- Protect lost or stolen laptops
- Strong logon policy support
- Secure encrypted disk space
- Supports docked network connection



# U.are.U Authentication

## *Password Elimination Provides Quick ROI*

Cost of Password Administration vs. U.are.U Pro



— Passwords — U.are.U





# Target Market Segments



## Corporations

- 71% of security breaches are internal
- 40% of all help desk calls are password related
- Increasingly distributed network configurations and internet use demand higher security.

## Health Care

- Health Insurance Portability & Accountability Act (HIPAA) requires the protection of patient information
- Scope of HIPAA extends beyond health care providers



## Finance

- Gramm-Leach-Bliley Act (GLBA) requires protection of customer information and records
- Security conscious community with strong security awareness

## Government

- High profile security breach created focus on IT security
- 50% of the 54 federal agencies failed to meet basic security standards, General Accounting Office 2000



## Mobile and Remote Access

- more than 300,000 laptops are stolen a year
- mobile users tend to carry valuable unprotected data on laptops
- remote access is points are often primary target for network intrusions



# Comparison

## Password Systems

### *ADMINISTRATION*

- Inconsistent tools for each system
- Limited or no security policy tools

### *SECURITY*

- Low-security credential (password)
- Single credential only (password)
- Easily shared, lost, stolen, forgotten, hacked

### *USERS*

- Hard to use
- Multiple passwords to remember

## U.are.U Pro

### *ADMINISTRATION*

- Comprehensive authentication management for all systems
- Advanced security policy tools

### *SECURITY*

- High-security credential (fingerprint)
- Can't be shared, lost, stolen, forgotten
- Multiple credential support (fingerprints and passwords)
- Layered credential support

### *USERS*

- Easy to use (One Touch™ Logon)
- No passwords to remember

# SUMMARY

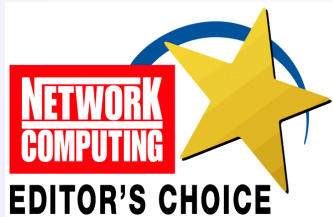
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- Corporate security needs are real
- Passwords present tremendous security risks
- Biometric user authentication is the answer
  - Enforced security provides control
  - More convenient for users and administrators
  - Less than 1-year ROI
- The Time is NOW
  - Industry leaders have endorsed technology
  - Price-performance breakthroughs are fueling rapid deployment
  - Already installed on 100's of thousands of PC's
  - Supports all applications
  - **Eliminates unnecessary corporate security risk**



# DigitalPersona U.are.U Industry Leadership- Awards

## *The Most Awarded Biometric Solution Provider*

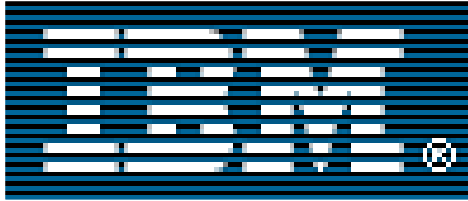


- WinList, **Winmag.com**
- Best Buy, **SC Magazine**
- Editors' Choice, **PC Magazine**
- Best of Comdex, **PC Week**
- Editor's Choice, **Network Computing**
- Top Ten Office Products of 2000, **Washington Post**
- Finalist Award for Technical Excellence, **PC Magazine**
- Finalist, Well Connected Award, **Network Computing**
- Best New Products Award Finalist, **Government Computer News**
- Best Biometric Security Device, **Searcher: The Magazine for Database Professionals**



# DigitalPersona U.are.U Industry Leadership- Partners

## *The Worlds Largest Partners*



9/19/00

**DigitalPersona's™ U.are.U® FINGERPRINT AUTHENTICATION TECHNOLOGY WILL BE FEATURED AS PART OF WORLD SECURITY SOLUTIONS TOUR WITH IBM**

*--U.are.U Fingerprint Recognition System Showcased as Leading Biometric Component of Next-Generation Computer Security Programs--*



9/15/00

**DigitalPersona™ LEADS CHARGE IN BRINGING BIOMETRICS TO MAINSTREAM COMPUTING**

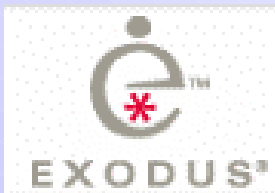
*--World's Largest Keyboard Manufacturer to Integrate U.are.U Fingerprint Recognition System--*



9/14/99

**DigitalPersona™ ANNOUNCES IBM PARTNER RELATIONSHIP**

*--DigitalPersona Provides U.are.U® Pro Fingerprint Technology for IBM Secure Commercial Desktop PCs with Embedded Security Chip--*



# DigitalPersona U.are.U Industry Leadership- Customers

*In Evaluation at ~ 20% of the Fortune 1000*



1/4/01

**CITY OF GLENDALE INTRODUCES  
DigitalPersona's™ U.are.U Pro® FINGERPRINT  
RECOGNITION SYSTEM TO CITY EMPLOYEES**  
*--Biometrics-Based Solution Will Heighten Computer  
Security And Save Taxpayers \$50,000 Per Year--*



1/8/01

**CALIFORNIA COMMERCE BANK UTILIZES  
BIOMETRICS TO ENHANCE PRODUCTIVITY,  
PROFITABILITY, SECURITY**  
*--U.are.U Pro Fingerprint Recognition System Installed  
Last Year Meets Mandates of "Financial Services  
Modernization Act of 1999" --*



9/7/00

**LEADING MEDICAL INFORMATION PROVIDER  
COMVIEW IMPLEMENTS DigitalPersona™  
FINGERPRINT SECURITY SYSTEMS**  
*-- Cardiac Image Provider Anticipates Need for  
Compliance with New Medical Industry Standards --*



# No Risk Security Plan

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## 1. Preliminary Quote

- Installation
- Pro Workstation
- Pro Server
- Service and Support

## 2. Pilot Program

## 3. Full Deployment

# Back-up Slides

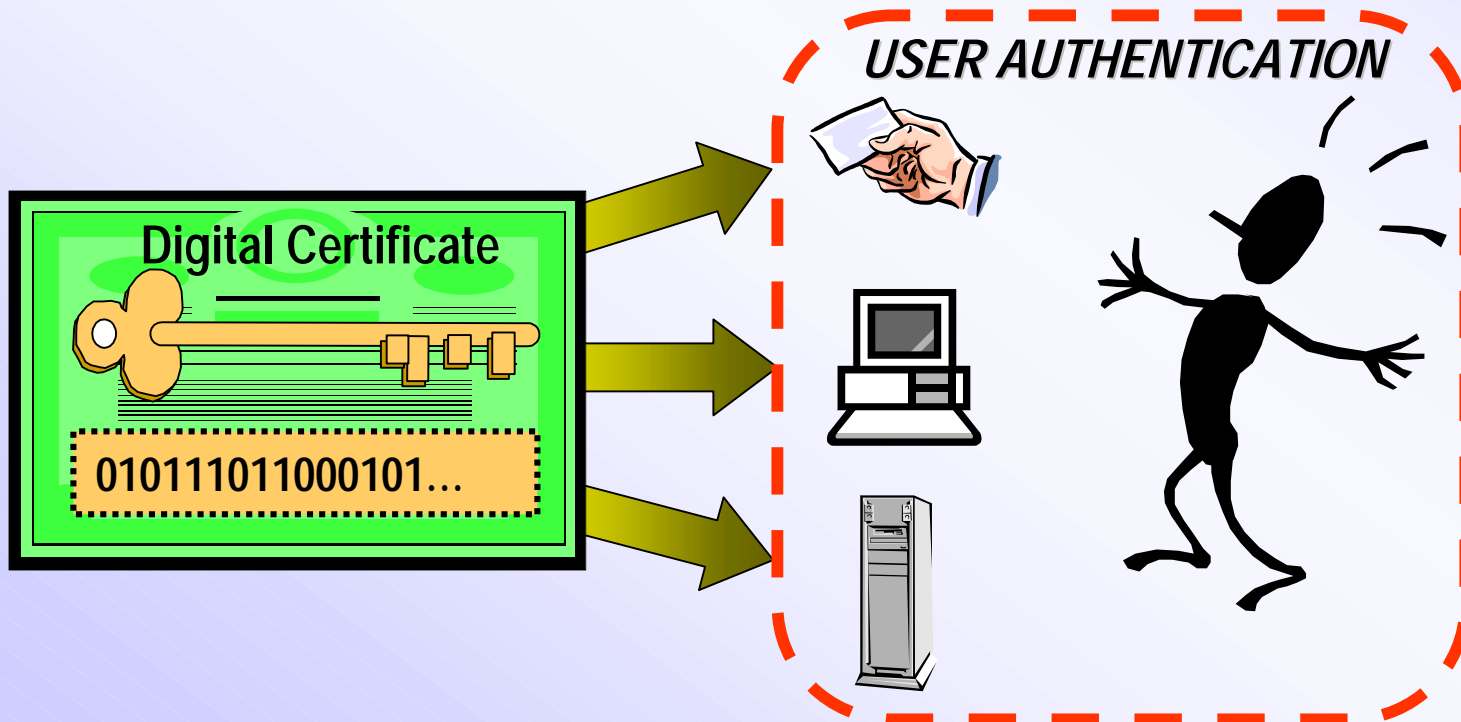
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# Digital Certificates

## Require Secure User Authentication

- Digital Certificates are electronic tokens / keys used in many high security environments.
- They can be stored on a PC, a smart card, or a server.
- Use of the key requires secure user authentication!



# Biometrics

## *Security & Convenience*

Biometric technology options:

	Non-intrusive	Accurate	Affordable
Fingerprint	Yes	Yes	Yes
Iris	No	Yes	No
Face	No	No	Yes
Voice	Yes	No	Yes

