

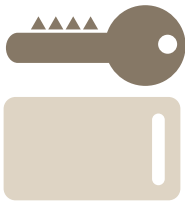
Authentication. Encryption. Mobility.

e-DATA BIOMETRICS SALES TIPS

1 Illuminate inadequacies of **brass key** concept

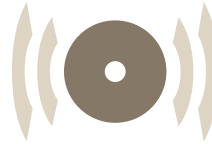
- Keys, cards and fobs can be lost, stolen or borrowed
- Carrying-costs of keys, cards and fobs are sunk
- Physically distributing keys to users* who are “floating” (indirect labor cost)
- Retrieving keys from departing users; issuing keys to new users (indirect labor cost)
- Promptly rekeying doors upon user termination; or key, card, fob audit discrepancies (indirect logistics cost)
- Budgeting, planning for rekeying (see all above)

*Users include employees, vendors, others



2 Present dilemma of various employees, vendors using entry that may be **alarmed**

- Management of “after hour” or “unattended” delivery personnel: beverage, food resupply, consumable (i.e. paper, linens), maintenance (i.e. floor, degrease, mechanical systems, pest control)
- Ingress without proper alarm authority or PIN creating false alarm (usual “fix” is common PIN)
- Egress without proper alarm reactivation authority or PIN leaving premise unalarmed (usual “fix” is common PIN)



3 Describe **propagation** and **IT requirements** as addressed by e-DATA’s architecture

- e-DATA Access requires no server or software
- Managed with any Web browser-enabled device (HTTPs optional)
- Biometric authentication: Your finger can’t be lost, stolen or borrowed
- Finger is the original and ultimate “mobile platform”
- Biometrics is not “fingerprinting;” it captures the finger’s geometric data and turns into a binary code
- User rights distributed to any other e-DATA-controlled premise
- Small data-packet citizen inside a VPN (private); secure in WAN (wide area)
- Remote system operation, remote enrollment, report creation (by authorization level)
- e-DATA Access is Linux-based and SOAP/Rest Web Services-enabled
- Static or DHCP ready
- Configurable from 1-96 readers across multiple sites
- Non-obsolete; no more upgrades for Windows “fill in the blank” servers



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