



2006 Security Industry Conference, Nov. 15-16, 2006, New York City

Matt Kushner, president, Schneider Electric, Rueil-Malmaison, France, says, "I don't know how you do it. The conference keeps getting better and better." The 11th annual Securing New Ground conference, Nov. 15-16, 2006 in New York City, is shaping up to be one of the best ones yet — with speakers and topics on the cutting edge of the security business, including:

- Keynote speaker, Michael T. Dan, ~~president and CEO~~, The Brink's Companies
- Panel presentation on the state of the security market and 2006 forecast
- Jeffrey Kessler, senior vice president of Lehman Brothers, on Wall Street Insights
- Hans Kobler, CEO of ICX Technologies, on Sensors

- Scott Schaefer, senior vice president, Pelco, and Peter Strom, president and CEO, March Networks, on Intelligent Video
- Debra Spitler, executive vice president, HID Connect, on HSPD-12
- And many others on topics ranging from market trends and technology change drivers, to identification and authentication and views from market leaders

New! Track sessions for integrators and dealers

Conference founders are always looking for ways to keep SNG at the forefront of the security industry. A new feature in 2006 is an afternoon of "track" sessions geared to the specialized information needs of integrators and dealers.

- **Integrator Track**
 - Customers on Convergence
 - Emerging Tiger: The China Market
 - Tapping into Federal Funds — Working with Super-Integrators
- **Dealer Track**
 - Industry Financing and Valuations
 - Verification and False Alarm Reduction
 - Monitoring Evolutions: New Technologies and New Revenues

SNG Highlights in this issue:

- 3 reasons to register now
- New track sessions for integrators and dealers
- 2006 conference at a glance
 - Wednesday, Nov. 15
 - Thursday, Nov. 16
- Keynote speaker: Michael T. Dan, Brink's Home Security
- Sponsorship opportunities
 - Visibility, prestige, value
 - Packages offer great benefits at a great price
- Merger of biometrics firms featured at 2005 conference
- New strategic partner— SecurityStockWatch.com
- Perspectives and insights from SNG 2005

Conference participants will come back together after the track sessions for a general session with speakers from leading security companies, followed by the industry's best networking reception.

Read more about the 2006 agenda at www.securingenewground.com.

Why attend?

These are just a few of the benefits of attendance:

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3 Reasons to Register by May 30

Whether you have attended Securing New Ground conferences in the past, or are attending for the first time, here are three reasons to register by May 30:

1. Your registration fee will drop from \$1,495 to \$1,295. To take advantage of this discount, which is only available to e-newsletter readers, enter this promotional code — DIGITAL04 — when you register. This special offer expires May 30. Go to registration.
2. You can reserve a hotel room at the low SNG group rate of \$269/night. These rooms sold out early last year.
3. You will reserve your place at the most informative, influential conference in the security industry.

The One Networking Event You Can't Afford to Miss

Attendance at Securing New Ground has grown every year, largely due to word of mouth. Participants include:

- Security industry professionals responsible for profits, growth and new business development
- Bankers, lenders and investors in the security industry
- Companies seeking strategic alliances or new technology
- Government agencies responsible for Homeland Security buying
- Government security investors
- Companies considering entering the security industry
- Security analysts and fund managers

How do I register?

There are four easy ways to register.

1. Online: www.securingenewground.com
2. By phone: (440) 286-4900
3. By fax: (440) 286-9169
4. By mail: Securing New Ground

Print registration form

10100 Sherman Road
Chardon, Ohio 44024
Print registration form

The fee for e-newsletter readers who register by May 30 is \$1,295. The early bird fee is \$1,395 for registrations made by Oct. 7. After Oct. 7, the full registration fee is \$1,495. Group discounts are available. Payment must be received by Nov. 10. You may pay by American Express, Master Card, Visa or company check.

Register by May 30 and save \$200
Register by Oct. 7 and save \$100

The registration fee includes the \$795 Lehman Brothers "Security Industry Annual," breakfasts, lunches, refreshments, cocktail and networking reception, and conference material and handouts. Cancellations must be in writing prior to Nov. 1, 2006, and will be subject

Here's what participants say about being at SNG.

"Securing New Ground is a one-of-a-kind forum that enables fast-growing, high-tech companies like IQinVision to interact with important members from the investment community and fellow leaders in security manufacturing, integration and consulting. If we were to choose only one networking event of this kind, it would be Securing New Ground."

*Paul Bodell, Vice President, IQinVision
San Clemente, Calif.*

"You can get stuck in a vacuum if you don't get out and listen to others at top conferences like Securing New Ground. What some have to say can surprise you; what others say can help solidify your thoughts."

*John Dyall, President, Keyscan Inc.
Pickering, Ontario, Canada*

"I believe that spending two days at Securing New Ground offsets weeks, if not months, of industry research and networking."

*Ray Gross, CEO, Security Associates
International Inc.
Arlington Heights, Ill.*

"It's clear from Securing New Ground presentations that the two critical financial metrics for the electronic security industry are creation costs and attrition; everything else follows them. Companies that invest in robust information systems to track these metrics will be successful."

*Peter Rogers, Managing Director,
Peak Management Resources LLC
Norfolk, Conn.*

"Allowed me to understand how industry leaders are strategically positioning their businesses to prepare for future trends and new markets."

*Michael M. Garcia, Vice President,
MDI Security Systems
San Antonio, Texas*

"A key point I learned at Securing New Ground is that cash is king. When valuing companies, analysts and investors are now looking at sustainable cash flow versus the traditional EBITDA and RMR multiples."

*Howard Watson, CEO, Signature
Security Group
Sydney, New South Wales, Australia*

"Securing New Ground always delivers the best content and networking contacts in the security space."

*Bill Lozon, Vice President, UltraVision
Security Systems
North Salem, NH*

"My take-away from Securing New Ground is how enthusiastic everyone is about the security industry today and its growth prospects for the future. New technologies will be important, but it's the integrators that will be key to making things happen with end users."

*Scott Schafer, Senior Vice President,
Pelco
Clovis, Calif.*



to a non-refundable deposit of \$200. No refunds or credits will be given for cancellations received after Nov. 1, 2006.

Hotel Accommodations:

Reservations can be made directly with The Roosevelt Hotel, Madison

Avenue at 45th, New York, N.Y., (212) 661-9600 or toll free at (888) TEDDY-NY. A block of rooms has been reserved for attendees on a first-come, first-served basis at a special SNG group rate of \$269 per night, plus applicable taxes. Call early to receive this rate and ensure availability.

2006 Conference at a Glance

Securing New Ground sessions will cover the hottest topics in the security industry today, discussed by executives from industry-leading companies, analysts and end users. For the first time, there will be two afternoon tracks with separate sessions. One track focuses on topics key to system integrators and suppliers servicing the commercial market. The other track is tailored to dealers and suppliers with a focus on monitoring, recurring revenue and issues associated with growing their business. As always, the conference spans only 1½ days so participants can get maximum value in minimum time away from their businesses.

Wednesday, Nov. 15

Morning Sessions

Keynote Address

Michael T. Dan, Chairman, president and CEO of The Brink's Company, will launch the 11th annual conference in style. Brink's has become the most significant pure-play public company devoted exclusively to the security industry and the benchmark for quality. The company has 45,000 employees worldwide and operations in more than 130 countries. Through recent transactions, Brink's has become the second-largest provider of monitored security services primarily for residential systems in North America. Their mass marketing sales model changed the dealer market and is poised once again to change the industry landscape. Since Dan's first presentation at the first SNG conference in 1995, there has been significant change in the industry and in the role of security. Hear how this industry leader sees the market's development over the last 11 years and its future direction.

Industry Trends 2006-07

A high-level overview of current and near-term trends in the security industry by knowledgeable players and analysts.

State of the Market and Forecast

Hear a presentation about a new industry benchmark to be launched this fall, the Security 500. In a groundbreaking new study, Security magazine and The Aberdeen Group identify and report on the 500 largest buying enterprises of security products and services in the U.S. This research also profiles the top security executives at these 500 leading organizations and presents a new ROI measurement outlining the value of their security investments. The Security 500 includes detailed analysis of vertical markets, including peer company rankings and industry intensity.

Afternoon Sessions

Integrator Track:

- Customers on Convergence
- Emerging Tiger: The China Market
- Tapping Into Federal Funds — Working with Super-Integrators

Dealer Track:

- Industry Financing and Valuations
- Verification and False Alarm Reduction
- Monitoring Evolution: New Technologies and New Revenue

General Session

- View From the Top: Companies Driving Change in the Market

This annual and always popular session features top executives from companies that had a major impact on the security industry in 2006.

Networking Reception immediately following the afternoon general session

Thursday, Nov. 16

Morning Sessions

Wall Street Insights

Jeff Kessler, senior vice president, Lehman Brothers, is Wall Street's "guru" on the security industry. Kessler will highlight findings from his highly sought-after research, contained in the "Security Industry Annual 2006," including how Wall Street views the security market, what sectors and companies are best positioned for growth and what trends will reshape the traditional industry. The "Annual," which retails for \$795, is included with SNG registration.

Intelligent Video: Players and Progress

Many in the security industry agree that intelligent video is poised for strong growth. Some call it the most exciting trend in the business. Speakers in this session will provide an overview of trends and technologies in this important and growing product segment.

It's About Sensors

L-3 Communications' Chairman and CEO Frank Lanza said in his 2005 SNG keynote address, "I believe the greatest business opportunity is in sensors." Speakers in this session will provide their perspective on those opportunities.

Identification and Authentication: The Next Boom Market

Given HSPD-12 requirements and increased use of biometrics and RFID, the access control market is poised to take center stage in the security industry. As our speakers will illustrate, access control has evolved to become an important source of information and validation, as well as a key tool in deterring and preventing loss, fraud and identity theft.

Technology Change Drivers

Despite the record number of new products and technologies coming to market, only a few have the potential to impact the market long term. Session speakers represent companies with the best examples of new products that could change the competitive landscape, drive increased industry investment and get buyers' attention.

Boxed lunch and open discussion conclude the 2006 conference.

SNG Sponsors: Reach the most influential people in the security industry

Securing New Ground, now in its 11th year, is the only security industry conference focused on the “business of security.” Leaders from all segments of the security and financial communities come together to glean information, forge partnerships, and develop growth plans for their businesses. You can effectively position your company, your message and your products with this influential audience by becoming a 2006 conference sponsor and taking advantage of these sponsorship advantages:

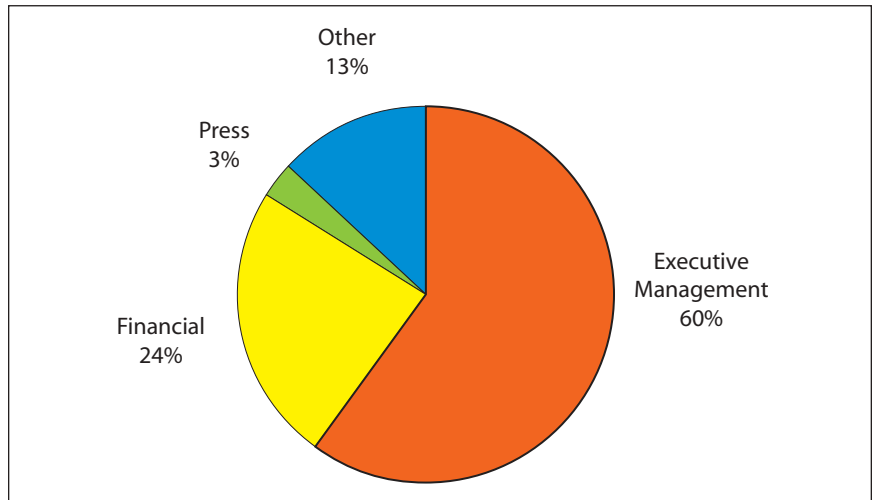
Visibility

Put your company name and products directly in front of more than 200 top decision-makers from the security industry’s leading companies, market analysts and investors. In addition, Securing New Ground’s marketing partnership with BNP Media, publishers of *Security Distributing & Marketing (SDM)* and *Security* magazines, ensures your visibility will increase throughout the year. Depending on your sponsorship level, you will benefit from BNP’s security industry reach through programs such as:

- 100,000 impression e-Media advertising program in *SDM*, *Security* and *Today’s Systems Integrator* e-newsletters and Web sites
- Half-page sponsor profile in *SDM* and *Security* magazines (63,500 total subscribers)
- Advertising and advertorial in the quarterly Securing New Ground digital newsletter, which is dis-

“I’ve attended every SNG and sponsored the last six. This is the best investment in the security industry, and last year I got over 10 times our investment back in new business.”

John Rose, President, NEIS



- tributed to 30,000-plus security professionals in end user, distributor, dealer and integrator organizations
- Your logo in the four-color SNG ad in *SDM* and *Security* magazines

Prestige

Associate your company with the leading business and networking conference in the security industry — and the one that consistently attracts key players from the security and financial communities. There simply is no other place in the industry that provides access to an audience of the caliber that attends Securing New Ground. In 2005, conference participants consisted of:

Executive Management (60 percent)

- Executives from companies that are shaping the industry. In 2005, these companies included, among many others, ADT, Assa Abloy, Axis Communications, Bosch, Brink’s Home Security, CoreStreet, GE Security, Hirsch, Honeywell, Identix, L3 Communications, Magal Security Systems, Monitronics, Pelco, Protection One, Siemens Building Technologies, Tyco, Viisage and Westec.
- Financial community (24 percent)

- New market entrants, industry service providers and press (16 percent)

Value

An SNG sponsorship can give your company and products more recognition per dollar than other forms of advertising and marketing. Three sponsorship levels are available with benefits that provide excellent ROI.

- Platinum Sponsorship – \$12,000
- Gold Sponsorship – \$8,000
- Silver Sponsorship – \$4,000

Don’t waste your marketing dollars on avenues that don’t generate revenue. A Securing New Ground sponsorship is an ideal way to market your company to a targeted audience effectively and economically. But opportunities are limited. To ensure inclusion in all the Securing New Ground 2006 marketing materials, become a sponsor no later than May 26.

Sponsorship Information and Registration

Information: Becky Reed, Sandra Jones and Company, becky@sjandco.com, (440) 286-4900.

Online registration:

www.securingenewground.com.

Sponsorship Packages: Great benefits at a great price

Securing New Ground annually attracts 200-plus decision-makers from the security industry's leading companies, as well as market analysts and investors. In 2005, approximately 24 percent of the audience was from the financial community, 60 percent from upper management in companies that are shaping the industry and the balance from industry service providers, new market entrants and the press. Get your company noticed by this prestigious audience by becoming a 2006 conference sponsor. Three sponsorship levels ensure there is a package to suit your company's size, budget and goals.

Platinum Level (\$12,000)

Benefits	Value
<ul style="list-style-type: none"> 2 complimentary registrations (Additional registrations at \$1,100 each) 	\$ 2,990
<ul style="list-style-type: none"> 2 complimentary copies of the Lehman Brothers "Security Industry Annual 2006" 	\$ 1,590
<ul style="list-style-type: none"> e-version of Wall Street Insights and BNP Market Presentation 	\$ 200
<ul style="list-style-type: none"> 100,000 impression e-Media advertising program (125 x 125 pixel button in <i>SDM</i>, <i>Security</i> and <i>Today's Systems Integrator</i> e-newsletters and Web sites) 	\$ 1,000*
<ul style="list-style-type: none"> Half-page sponsor profile in <i>SDM</i> and <i>Security</i> magazines (63,500 total subscribers) 	\$ 4,460*
<ul style="list-style-type: none"> Digital newsletter full page, four-color ad with Web site link 	\$ 3,000*
<ul style="list-style-type: none"> Full-page advertorial interview or article with live Web site links in pre-conference digital newsletter 	\$ 3,000*
<ul style="list-style-type: none"> Additional benefits include logo in the SNG marketing brochure and on the conference Web site with link, distribution of promotional item, tabletop space for literature and handouts, invitation to sponsor-only exclusive dinner 	

*Value of one-time placement

Gold Level (\$8,000)

Benefits	Value
<ul style="list-style-type: none"> 2 complimentary registrations (Additional registrations at \$1,200 each) 	\$ 2,990
<ul style="list-style-type: none"> 2 complimentary copies of the Lehman Brothers "Security Industry Annual 2006" 	\$ 1,590
<ul style="list-style-type: none"> e-version of Wall Street Insights and BNP Market Presentation 	\$ 200
<ul style="list-style-type: none"> 100,000 impression e-Media advertising program (125 x 125 pixel button in <i>SDM</i>, <i>Security</i> and <i>Today's Systems Integrator</i> e-newsletters and Web sites) 	\$ 1,000*
<ul style="list-style-type: none"> Digital newsletter half-page, four-color ad with Web site link 	\$ 1,500*
<ul style="list-style-type: none"> Half-page advertorial interview or article with live Web site links in pre-conference digital newsletter 	\$ 1,500*
<ul style="list-style-type: none"> Additional benefits include logo in the SNG marketing brochure and on the conference Web site with link, distribution of promotional item, tabletop space for literature and handouts, invitation to sponsor-only exclusive dinner 	

*Value of one-time placement

Silver Level (\$4,000)

Benefits	Value
<ul style="list-style-type: none"> 1 complimentary registration (Additional registrations at \$1,275 each) 	\$ 1,495
<ul style="list-style-type: none"> 1 complimentary copy of the Lehman Brothers "Security Industry Annual 2006" 	\$ 750
<ul style="list-style-type: none"> e-version of Wall Street Insights and BNP Market Presentation 	\$ 200
<ul style="list-style-type: none"> Additional benefits include logo in the SNG marketing brochure and on the conference Web site with link, distribution of promotional item, tabletop space for literature and handouts, invitation to sponsor-only exclusive dinner 	

Featured SNG Biometrics Firms to Merge

Securing New Ground is THE conference in the security industry where:

- Deals are done
- Information is gleaned
- Growth plans are developed.

In January 2006, two key players in SNG conferences announced their agreement to merge: Viisage Technology, Billerica, Mass., (Nasdaq: VISGD), and Identix Incorporated, Minnetonka, Minn., (Nasdaq: IDNX). Two months prior to that announcement, Bernard Bailey, president and CEO of Viisage, and James Moar, COO of Identix, were speakers at an SNG biometrics session that was one of the most-anticipated sessions of the 2005 conference. As Bailey told SNG, "We are all very excited about what this [merger] means for our companies as well as the industry. We actually started discussions before SNG. However, the SNG presentation validated the ability of our companies to work together."

In their 2005 presentations, among other topics, Bailey and Moar explained the difference in their companies' business models. Viisage, a solutions company, delivers advanced technology end-to-end identity solutions for customers that include governments, law enforcement agencies and businesses. Identix, a technology company, uses multi-biometric technologies to provide technologies and systems to identify individuals in large-scale ID and ID management programs.

Bailey described Viisage as a company built "from the customer in" rather than from technologies out. Nevertheless, he noted the key role biometrics technology plays in the market. Moar acknowledged that delivering solutions is one key to generating profitability in the biometrics market. "Listen to what customers want and deliver biometrics solutions that solve customers' real security concerns," he said.

Following the merger, which is expected to close in the second quarter 2006, the combined company will blend these two complementary approaches by establishing the industry's most comprehensive single platform for multi-modal



Bernard Bailey (left), president and CEO of Viisage, and James Moar, COO of Identix, were speakers at an SNG biometrics session that was one of the most-anticipated sessions of the 2005 conference.

finger, face, skin and imaging identity solutions. Robert V. LaPenta, chairman of the board of Viisage, will become Chairman and CEO of the yet-to-be-named combined company.

SNG Welcomes New Strategic Partner— SecurityStockWatch.com

SecurityStockWatch.com, a new Securing New Ground strategic partner, is publisher of the Investment Guide To Security Stocks®, an investment tool that provides monthly information about security stocks. Today's investors and business professionals need timely news and insights into the factors that move stock prices. Together with financial content partner Yahoo!, SecurityStockWatch.com brings investors the current, detailed information they need to conduct their own research into security solutions and security companies.

"Securing New Ground has established itself as the premier industry event and we are delighted to be a strategic partner for this year's conference," says Deborah Gilbert, president, SecurityStockWatch.com. "As the #1 Google site for 'security stock,' our highly targeted network includes thousands of private investors and financial institutions on the buy-side and sell-side who share an interest and understanding of security companies and

their businesses. We look forward to introducing our network to Securing New Ground and providing its attendees useful and actionable financial data about this fast-growing industry."

A performance chart and commentary on the SecurityStockWatch.com 100 Index of security stocks is updated monthly on the Web site.

SSW 100 Index Up for Fifth Consecutive Record in March

The SSW 100 Index jumped 4.4% in March from 211 to 220 to post its fifth consecutive record month. It far outpaced the majors once more. The NASDAQ led the majors with an advance of 2.6% from 2,281 to 2,340 (171 to 175 on a comparable index basis) while both the Dow and the S&P lagged behind with only 1.1% advances. The Dow rose from 10,993 to 11,109 (132 to 133 on a comparable index basis) and the S&P moved from 1,281 to 1,295 (146 to 147 on a comparable index basis).


Registration and Sponsorship Information

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www.securingenewground.com.

Sponsorship information: Becky Reed, Sandra Jones and Company, becky@sjandco.com, (440) 286-4900.

Perspectives and Insights from SNG 2005

The best way to understand the type and quality of information you can glean at Securing New Ground 2006, is to look at highlights of some of the information from last year's conference. If you'd like to read a complete summary of all 2005 presentations, click here. 

On small company opportunity

Keynote Speaker, Frank Lanza, chairman and CEO, L-3 Communications, suggested that companies not be deterred by the so-far limited focus of the Department of Homeland Security.



Frank Lanza

“Secretary Chertoff is building infrastructure, and, then, we hope, will identify and prioritize technologies that need Congressional funding to be developed and deployed where they are needed. I see huge opportunities for smaller companies with product development capabilities and some, though more limited, opportunities for larger, platform integrator/infrastructure companies... If you are a small company and want to be a player in homeland defense, focus on handheld sensors.”

On attracting top employees

Security industry market leaders Ray Gross, president of Security Associates International, Russ Cersosimo, president and CEO, Guardian Protection Services Inc., and Kevin Dowd, president and CEO of Sonitrol Inc., gave this advice for attracting and retaining the best people in the business:

- Put strong employee support systems in place
- Design a robust compensation and commission plan
- Create a culture of accountability that starts at the top

- Focus on the quality, not the quantity of people
- Match people to specific jobs

On growing revenue through customer partnerships

In terms of strategies for generating new sources of recurring revenue, Gerald Vento, chairman of Westec InterActive Security, said his company's strategy was “... working to become more and more relevant to our customers and their businesses. We want to leverage our intelligent video monitoring and surveillance solutions, and our customer's investment in those solutions, across the company. By integrating smart technology and a service culture, we can deliver cost-effective, preemptive intelligence that is useful not only in security, but also throughout the organization...If we don't do this, non-traditional players in our industry will. We need to increase our customers' dependency on our service and solutions and create relationships that make customers valued business partners.”

On industry themes and trends

Jeff Kessler, senior vice president, Lehman Brothers, and author of the highly regarded “Security Industry Annual,” summarized key themes and trends driving performance in the security industry.



Jeff Kessler

“We believe that background screening, data analytics, biometrics, specialized digital video, and DNA identification will be major security investment themes over the next 3 to 5 years.” Kessler also noted that “Industry consolidation across all sectors is driven by market share, client needs, expertise in specialist operations, and geographic presence. But the indus-

try is not shrinking in size; innovation continues to bring in new companies.”

On staying ahead of the curve

Bill Gorski, senior director of business development at Siemens Building Technologies, and president of the Security Industry Association, emphasized that “The con-



Bill Gorski

vergence of physical and logical security is a significant development that can't be ignored. In fact, product manufacturers and systems integrators that don't develop strategies for getting rid of their proprietary systems could be left out in the cold. We believe security companies, to stay ahead of the curve, need to focus on four things — pursue new technologies such as mesh networks and intelligent video; train your staff intensively so they are prepared to provide top-tier customer service and accommodate change; build business process competencies in, especially, project and financial management; and be involved in the development of industry standards.”

On network video deployment

“Network video is an exciting milestone in the evolution of our industry,” offered Eli Gorovici, president and CEO of DVTel Inc. “Traditional solutions are missing the integration, scalability and flexibility critical in a security-conscious world where the value of stored video information has grown in importance. The open architecture of network video can address any vertical market. It is not a niche solution, but a mainstream technology ready for wide deployment. Anticipated market growth and higher gross margins means new customers and increased, profitable business.”

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On industry expectations from lenders, funders and investors

Bill Polk, managing director of CapitalSource Security Lending Group, stated, "There's been a tectonic shift in the nature of financing opportunities available to security alarm companies since 9/11.



Bill Polk

There are at least 35 private equity firms actively involved in the security alarm sector... Liquidity, combined with better assets, profitability and high growth creating future opportunities, the median acquisition sale prices in the industry are rising as a multiple of RMR. This dynamic and young market is fueled by massive increases in public and private spending, a flood of new government policies and legislations and convergence by an assortment of traditional and non-traditional players ranging from DOD contractors to Wal-mart and Fed Ex. As a result, we favor companies that offer solutions, not just technology."

On RFID challenges and markets

"RFID has been a successful technology since the 1980s," said Mike Dempsey, president of RadiantWave, "with a proven track record in security-related applications ranging from container tracking and security to anti-theft access control systems and real-time locating. The challenges for the security market are understanding RFID and separating hype from reality; dealing with a changing environment in vendors, technology, standards and politics; establishing the business case, including critical applications and ROI; and building the RFID game plan in order to move forward. The RFID-enabled security market is... emerging while other non-security application markets are more stable and mature. The market is gaining traction as the emphasis shifts from product providers (tags and readers) to solution

providers. Although mass commercialization depends on mandates and technology developments, it's the smaller integrators who are driving the market today."

Debra Spitler, executive vice president, HID Connect, identified two untapped markets for RFID access control. "There are 30 million commercial accounts monitored by central stations in North America. Only 15 percent have access control. Merging access control functionality into central station automation software will allow remote control, management and monitoring of access control at a price that is affordable for smaller companies. A second untapped market is doors with keys... RFID-enabled cylinders can replace mechanical cylinders at lower cost."

On biometrics market adoption

James Moar, COO of Indentix, stated, "Today, government customers are driving biometrics, from law enforcement and federal agencies to passport programs and election systems. Within three to seven years, regulated industries like financial services, health care and transportation could be adopters, followed by the mass commercial market in about 10 years."

On secure credentials

"The current identity industry is still emerging," summarized CoreStreet Ltd. President Phil Libin. "Many new concepts need to be mastered, including scarcity, longevity and interoperability. Enabling smart credential technology will create social and economic growth by fixing a basic identity infrastructure and allowing many-to-many relationships. Non-identity systems will be quickly displaced. ePassports, smart cards, RFID tags, USB dongles and digital certificates will be the key infrastructure building blocks for identity-based applications, ranging from filling a medical prescription and paying for a pizza to shooting a missile and sealing cargo containers."

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- Network with 200-plus industry leaders
- Hear what the industry's top executives predict for 2007
- Uncover new sources of revenue; find potential funding
- Gain a competitive edge by knowing how the industry landscape is shifting
- Discover from those in the know what trends and market sectors will outperform others
- Learn what attracts public and private investors and meet those actively exploring
- Receive a complimentary copy of the 2006 Lehman Brothers "Security Industry Annual," authored by Jeff Kessler, senior vice president and SNG partner (\$795 retail value)
- Profit from the SDM 100 and Top Systems Integrators trends analysis

Why sponsor?

As a sponsor, your company will gain:

- Visibility with more than 200 top decision-makers in the security industry
- Prestige of association with the industry's leading business and networking conference
- Value for your marketing investment

Sponsorship details

Securing New Ground is owned and managed by Lehman Brothers, ProFinance Associates Inc., Sandra Jones and Company, and BNP Media, which publishes *SDM* and *Security* magazines.

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Securing New Ground™

thanks its sponsors...

