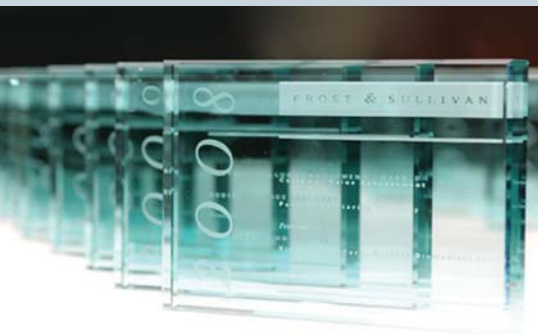




Cognitec Systems: Recipient of the
2008 Global Face Recognition Biometrics Product Line Strategy of the Year Award



From left to right: Alfredo Herrera, Cognitec Systems, CEO and Art Robbins, Frost & Sullivan President, North America

"We accelerate growth."

2008 Global Face Recognition Biometrics Product Line Strategy of the Year Award

Award Description

The Frost & Sullivan Product Line Strategy of the Year Award is presented each year to the company that has demonstrated the most insight into the needs and product demands of its customers. The recipient company has optimized its product line by leveraging products with the various price, performance, and feature points required by one or more market segments.

Research Methodology

To select the Award recipient, the analyst team tracks end-user requirements and market dynamics within the industry. This process includes interviews with suppliers, end-users, and industry experts. The product lines are compared with customer base demands, and the top-ranking provider is then presented the Award.

Measurement Criteria

In addition to the methodology described below, there are additional criteria used to determine the final competitor rankings in this industry. The recipient of this Award will have excelled in one or more of the following criteria:

- Introduction of new products, strategically positioned to balance the product line
- Ability to accommodate different market segments, or different markets within an industry, by repurposing technology
- Enhancement of product offerings through optimization of packaging, service, delivery, financing, and/or other value-added services
- Strategic technology or marketing acquisitions or alliances



Cognitec Systems (Cognitec) has been awarded the 2008 Frost & Sullivan Product line Strategy of the year Award in the World Face Recognition Biometrics market for its FaceVACS multiplatform kit. This award recognizes the company's stupendous performance and its ability to introduce a wide range of products that is benefiting the end users in the World Face Recognition Biometrics market.

Company Overview

Cognitec is headquartered in Dresden, Germany and has subsidiaries in the US, Brazil and Hong Kong. Cognitec's software experts have been developing suite of face recognition products since 1995 that helps in providing secure and highly flexible solutions for varied applications. The company's patented FaceVACS® technology is the outcome of its constant product and technology innovation. Their product line strategy has enabled them to offer the most appropriate solutions at an affordable price.

Cognitec's Product Portfolio

Cognitec has introduced a range of products for wide area applications.

- FaceVACS-DBScan provides a platform for facial search in large databases, identifying duplicates and preventing fraudulent activities. It is being used for varied applications that include drivers' license, passport and visa, and law enforcement applications.
- FaceVACS-Alert scans incoming video streams and in real time notifies the operator in case faces match a watch list of persons. It has created immense opportunities for Cognitec in the airports or railway stations, in sports stadiums, shopping malls or schools. Additionally, it is being used for identification of high ranking customers in order to offer them special services.
- FaceVACS-Pass has increased border security by verifying that passengers are presenting their own travel documents and at the same time, checking photo databases in the background to identify known criminals or terrorists.
- FaceVACS-Acquisition delivers facial images of high quality for ID documents. This is being used by the passport issuance officers.
- FaceVACS-SDK is being used by systems integrators and software companies to develop new products based on face recognition technology, using functionality like enrollment, verification, identification, face finding and tracking.
- FaceVACS-Sentry allows the customers to easily install a "ready to use" access control system that verifies faces of persons entering high-security areas.

Cognitec's Competitive Advantage in the Market

The company's strength lies in the extensive knowledge of scientists and software engineers who have worked with the company for more than twelve years. Cognitec has been able to continuously improve its patented FaceVACS® technology. This continuous improvement has helped them to target a large number of applications.

The differentiating factors are as follows:

- Cognitec has strong customer base because they have demonstrated vertical domain experience and strict adherence to stringent quality and security standards.
- They meet the perceived needs of the customer's by providing them with dedicated support engineers who are involved in the entire integration process.
- The company's increasing R&D investments, global expansion initiatives and innovative product offerings has given them an undue advantage over their competitors.
- Cognitec's image database search product provides a unique throughput performance by comparing a given facial image against a million faces in one second.
- The company's open architecture platform, scalability, reliability and flexibility have elevated the value of its product to its existing and potential clients.

Widespread Adoption

Cognitec has gained a strong foothold in the market through partners such as system integrators and solution providers who have supplied components that have easily integrated into end user solutions. The company has established key partnerships with Lockheed Martin Corporation, Digimarc Corporation, Siemens, Unisys, Cryptometrics and Daon to name a few. They have developed a wide range of products for various applications based on the customer feedback. These include document issuance, law enforcement, surveillance, border control and physical access control. Its products are available worldwide and have gained significant acceptance. It has played an important role in large scale deployments which includes drivers' license authorities (DMV's) in the USA, Passport and visa issuing authorities in Australia, Europe, and South-East Asia, Law enforcement agencies in the USA, Europe, South-East Asia, and Australia, Border control authorities in Australia and Europe, Internet service providers in the USA and Europe.

Conclusion

The company's "open architecture approach" has enabled it to cater to disparate end-user groups by offering them solutions that complement their operations and offer superior client value. In addition, supplying top class products to customers worldwide has contributed to company's growth and has made Cognitec a worthy recipient of 2008 Frost & Sullivan product line strategy award in the World Face Recognition Biometrics market.



About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, partners with clients to accelerate their growth. The company's TEAM Research, Growth Consulting and Growth Team Membership empower clients to create a growth-focused culture that generates, evaluates and implements effective growth strategies. Frost & Sullivan employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about Frost & Sullivan's Growth Partnerships, visit <http://www.awards.frost.com>.

Frost & Sullivan • Jake Wengroff
210.247.3806 • jake.wengroff@frost.com
www.awards.frost.com

Cognitec Systems • Sarah Hall
786.210.8555 • hall@cognitec.com
www.cognitec.com