



## **Interview with James Grau, President and Chief Executive Officer, Cross Match Technologies Inc.**

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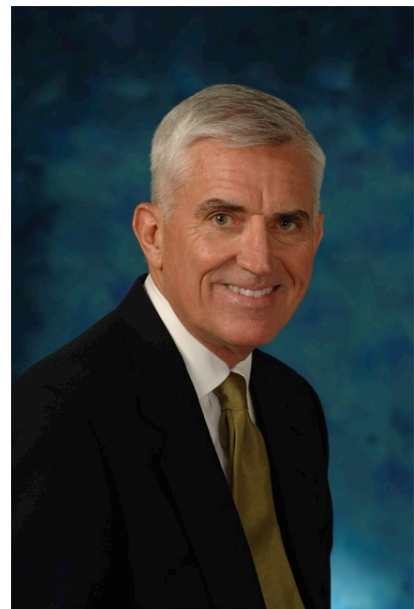
FB: Would you say that this past year has been a good one for Cross Match and if so, why?

CM: The past 12 months have been a very exciting time for the company. Cross Match has introduced several new biometric solutions to the market, including the L SCAN 500P palm scanner, the ruggedized version of our popular Guardian ten print scanner and two new multimodal mobile devices. We have grown both domestically and internationally, experiencing double-digit revenue increases and expanding our footprint around the world.

FB: Can you please review your product line-up?

CM: Cross Match offers a comprehensive suite of biometric solutions and services. We have forensic-quality livenesscan systems, comprehensive facial recognition solutions and best-of-breed iris scan devices. We offer our modalities separately or as multimodal solutions. Many of our products are optimized for both stationary and mobile installations to address a broad spectrum of customer needs. We also deliver solutions tailored for end-to-end biometric-based identity management for law enforcement departments, government agencies and healthcare organizations.

FB: You recently increased your position in the mobile market with the acquisition of LabCal. Please tell us about this acquisition and why you see the mobile market as a growth area?



CM: The LabCal acquisition brings world class research and development expertise to the Cross Match organization. This has brought broader functionality to our solutions, such as the ability to optically read passport machine readable zones (MRZ). We also expect to expedite our release of the next generation of advanced multimodal and wireless biometric solutions. We see the mobile market as a growth area because, just as the mobile phone is ubiquitous now, mobile biometric devices will be prevalent in the years to come—performing routine identification tasks, which can be cumbersome today.

FB: Cross Match is also involved in several major Federal identity management programs. Can you elaborate on these?

CM: Cross Match works with virtually every department within the U.S. government to address a multitude of enrollment and identification programs. We have enjoyed broad acceptance of our solutions in various programs in the Departments of State, Defense, Homeland Security (DHS) and Justice. Two of the most visible programs that Cross Match supports are the Defense Department's efforts to combat terror and the DHS's U.S. Visit program, where every foreign national is fingerprinted when entering the country.

FB: Cross Match was recently recognized by the Institute for Defense and Government Advancement (IDGA) as a winner of a Network Centric Warfare (NCW) Award for your Mission Oriented Biometric Software (MOBS) - <http://www.findbiometrics.com/press-releases/i/6282>. What does this award, and several others that you have received over the past few months, mean to Cross Match?

CM: It is an honor to receive IDGA's NCW Award in addition to the other commendations, which showcase Cross Match's leading position in biometric technology development. Being recognized in the industry underscores our commitment to bringing innovative products to the market. We are known for listening to our customers and partners—developing solutions to help them achieve their goals.

FB: Your company is involved in many vertical markets from Law Enforcement and Defense to Health Care and Schools. Where do you anticipate the greatest growth?

CM: We are seeing significant growth across our vertical markets and we expect that biometric technology will continue to be integrated into enterprise-level authentication programs. We have worked tirelessly to expand our solutions to address these vertical markets in the U.S. and abroad. Cross Match is a global

company with equipment deployed in more than 80 countries.

FB: Cross Match is also very much a global player. Are there certain regions where you will be focusing greater attention in the future?

CM: Cross Match focuses on all geographic applications and is truly a global player in the industry today. The Middle East, Africa, Central and South America have been very good growth markets for us recently. We continue to expand our presence across the globe, having just added resources in Australia and the Asia Pacific region. With headquarters in the U.S. and locations in Germany, Canada and Peru, we are well equipped to address biometric identity needs worldwide.

FB: What can we expect to see from Cross Match in the year ahead?

CM: Multimodal biometrics is a very exciting development in our opinion, as there are advantages to using more than one characteristic to verify a subject's identity. Not only does this technology improve the accuracy of verifying identities, but it is also more robust in addressing real-world issues associated with biometrics collection. We plan to continue investing heavily in R&D to meet the needs of customers today and into the future. Cross Match has built a very strong reputation on innovation in biometrics and we will continue that investment to maintain our competitive edge.

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