

You're at the right path with FINGERTEC®

If you are involved too early in a premature technology of a premature market, you need to have a lot of patience before you could taste the fruit of labour; with the conditions that your capital did not run dry, and the technology did not become obsolete before it plateaus. The truths of the matter are many went broke due to misjudgement and suffered the consequences dearly.

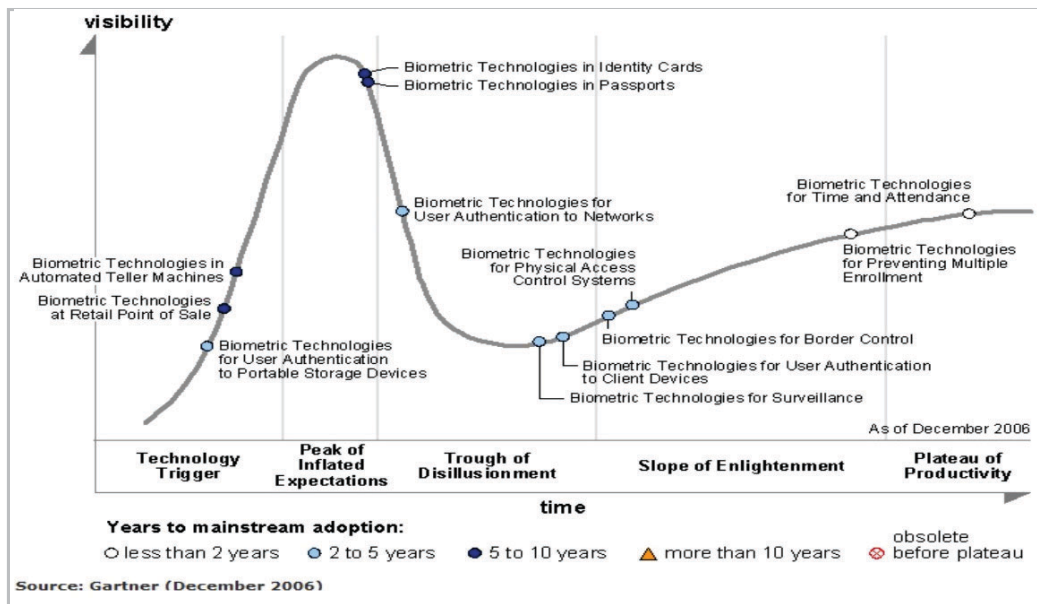
The same goes to biometrics technology. It started to emerge a decade ago, created illusion among players on the ballooning market, application in almost anywhere and everywhere, and at last causing more split in market diversification.

I always ask myself, "Are you in the right path?" because if FingerTec® was not, I could mislead our resellers. When I saw the Chart released by Gartner Group as of December 2006, I was enlightened.

And the good news is, FingerTec®'s three mainstream products including OFIS, by functionality to cover Biometric Time and Attendance, Biometric for Preventing multiple enrolment (OFIS and FingerTec reader), Biometric physical access control, Biometric user authentication to client devices (OFIS), an Biometric for user authentication to networks (OFIS) are placed in front on the Axis X, which indicates the Maturity or towards the Maturity Period.



By Teh Hon Seng,
Managing Director



The development trend of biometrics industry follows the famous Gartner chart which is applied for all IT products.

Axis Y represents the technology attraction, and axis X represents the maturity of a technology. Every technology from start up to maturity follows the same line pattern, and it is divided into 5 periods:

1. Start up Period: A defined new technology when invented, would be brought to the public attention;
2. Expectation ballooning Period: Due to the cutting edge of the technology, inflated some market expectation and illusion, which is similar to the "dot-com bubble".
3. Post bubble-bursting Period: Realizing that technologies are not omnipotent and a lot of efforts required before commercialisation.
4. Acceptance Period: After a continuous R & D, the technology become a product and accepted by users;
5. Mass production Period: The product or technology becomes a mainstream, widely adopted and applied in the industry.

The sales volume of our product range proved the line pattern of the chart was right. And we see an encouraging growth of OFIS, which should be the next happening product.

I'm glad that when we were in so much of trouble struggling from Period 1 – 3, most of you were not with us (you can refer to "FingerTec® – A story worth telling"), saved you from the adversities. Most of you who have joined us at Period 4 and 5, and managed to relish the fruit of success, congratulations!

I am convinced that we are at the right path and I believe that you can all run much faster with FingerTec® that makes everything easy for you.

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