



BIOSCRIPT
ENTERPRISE ACCESS SOLUTIONS



L-1 Enterprise Access Fingerprint Reader Solutions

LEAP Alliance Program

Partnering to secure customer premises with 4G fingerprint authentication solutions

The LEAP (L-1 Enterprise Access Partner) Alliance, a partner program from the L-1 Enterprise Access Division, is designed to help our valued partners worldwide achieve business success through marketing and selling strategies built around our 4G Bioscrypt fingerprint solutions.

Only members in the partner program have access to the new fourth generation of smart security appliances for fingerprint authentication. Provide your customers with the most advanced security appliances for fingerprint authentication, coupled with world-class customer service for product support and warranty.

The LEAP program is designed for partners to leverage their investment in products and solutions from the industry leader in biometric access control. L-1 Identity Solutions is a highly-recognized company and the trusted provider of solutions and services that protect and secure personal identities and assets. Our solutions are built on a history of trust and reliability established by serving the identity needs of federal governments, civil agencies, law enforcement, border management agencies and commercial businesses.

LEAP program levels and available services are based on mutually agreed upon annual product purchase commitments. Partners are evaluated and placed into the program, and will qualify at the Foundation, Premier or Strategic level. An annual partnership fee is required beyond the Foundation level to ensure partners with high volume product commitments are equipped with the technical training and certification to ensure they are fully trained on our range of biometric technologies.

This exclusive program prepares key partners to go to market with the fourth generation of fingerprint access control solutions from L-1 Identity Solutions. With the right level of fit, we can work with you for sales acceleration, marketing and product support and warranty.



Bioscrypt is now the Enterprise Access Division of L-1 Identity Solutions

Program Benefits

SALES ACCELERATION

The LEAP Alliance program includes a sales-incentive package to significantly impact the bottom line of our partners. From jointly authored business plans, to substantial product discounts, these incentives are highly attractive, and designed to provide real value for our partners.

To get you started, discounts are available for mutually agreed to sales volume levels, and for demonstration equipment. Access to technical support, engineering services and expedited repairs are available at the base level. These discounts and advantages become greater as the partner level increases.

LEAP Alliance partners will receive sales support for assistance with product information and collaborative selling. Partners at certain levels also training, certification and the support of our field sales and technical experts.

There are also alliance opportunities to explore limited territory partner exclusivity, to have preferential partner territories or to become a certified repair center.

PRODUCT TRAINING

Access to technical training and certification on 4G fingerprint readers will assist with helping your customers fully take advantage of the advanced features of the product line. Certification numbers enable your team to be fast-tracked into our technical support phone line to access help.

CO-MARKETING

Communicating the benefits of your solutions to potential customers is your number one priority. We will help ensure that you reach target customers by offering marketing funds or resources for campaigns, tradeshows and educational events. The LEAP Alliance also provides co-marketing funds, based on partner revenue generation, to be used for joint marketing projects.

LEAP partners have the use of the L-1, Enterprise Access Division Certified Partner logo, product images and brochures.. LEAP partners receive a listing on our public website when they achieve certification at Premier and Strategic levels.

Partners that join at the Premier and Strategic levels participate in regular business plan reviews and have opportunities to provide input and receive visibility on product management and roadmaps. With these levels of participation, partners also receive advanced notice of new products for acceleration to market.

TECHNICAL SUPPORT & WARRANTY

Alliance partners will benefit from our commitment to providing the best technical assistance possible. To do this, we strive to provide you with prompt and accurate answers to your questions on the 4G product offering.

The program provides enhanced technical support for partners. You will benefit from expedited repairs and access to preferential quotes on parts discounts and engineering services pricing.

Sales and technical education is available through on-line training tools, webcasts and live in-person classes.

L-1 4G fingerprint security appliances deliver

UNMATCHED POWER

Take biometrics access control to the next level of truly connected and intelligent security appliances

EFFORTLESS USE

Intuitive interface and controls for personnel and administrators

CONVENIENCE

Employees only have to pause on their way into work for hands-free access

DESIGN FOR FLEXIBILITY

Address different deployment scenarios, changing business requirements, and future growths

INNOVATIONS THAT LOWER YOUR TOTAL COST OF OWNERSHIP

Modular design and easy to maintain





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Program Levels

FOUNDATION PARTNERS

Kick-start your involvement with sales volume discounts, discounts on demonstration units, access to technical support and expedited repairs. This introductory Foundation path allows new partners to join the alliance with a minimum annual commitment or upfront membership fee.

PREMIER PARTNERS

For organizations that commit to more than \$250,000 USD in North America or \$150,000 USD in international markets in annual 4G product purchases, the Premier path delivers added support. This includes an annual business plan review, information on product roadmaps, advanced notice on new product introductions, discounts on achieving annual volume commitments, access to deeper discounted demonstration units, awareness on our website, matched co-op marketing funds, select options for event and tradeshow participation, and a range of sales and technical support.

To assist you during the sales process, included are annual technical training and certification and an assigned Sales lead for pre sales support. And you will have access to Help Desk Technical Consultants for post sales support and discounts on both repair parts and engineering services quotes.

STRATEGIC PARTNERS

To accelerate your level of involvement and achieve your high performance goals, partners that commit to over \$1 million USD in annual purchases receive strategic levels of corporate, sales, marketing, product and technical support. The components at this top level include exclusive sales acceleration to deeper discount rates for achieving high annual volumes, access to even deeper discounted demonstration units, assigned sales support, a comprehensive joint marketing program and enhanced technical support. Strategic partners also have the opportunity to become a certified repair center for specific regions around the world.

Strategic sales acceleration includes annual business plan reviews, opportunities for your team to provide input and receive visibility on product roadmaps and advanced notice of new products for acceleration to market and introduction to your customer base.

Joint marketing under the Strategic level is very comprehensive and includes enhanced awareness on our website, higher matched co-op marketing funds, direct marketing campaign support for demand generation, expanded options for event and tradeshow participation, opportunities for internal partner events and access to our partner portal.

Enhanced support includes annual technical training and certification, assigned Sales lead for pre sales support, Help Desk Technical Consultants available for post sales support, expedited repairs and advanced replacement, and preferential quotes on parts discounts and engineering services pricing.



Exclusive program to resell 4G fingerprint smart security appliances

- **Three program levels** to enable you with the right level of fit for sales acceleration, marketing and product support and warranty.
- **Access to the tools** to increase your success, including training, certification, demo kits, marketing material and more
- **Co-marketing initiatives**
- **Rewards for success**



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Our Mission

L-1 Identity Solutions, Inc. (NYSE: ID) offers a comprehensive set of products and solutions for protecting and securing personal identities and assets. Leveraging the industry's most advanced multi-modal biometric platform for finger, face and iris recognition, our solutions provide a circle of trust around all aspects of an identity and the credentials assigned to it -- including proofing, enrollment, issuance, usage and access control. Our convenient and secure fingerprinting service centers process civilian enrollment and credentialing for U.S. and Canadian government-licensed jobs and we offer a diverse set of government consulting services that encompass the most important areas of security and intelligence in the U.S. today. With the trust and confidence in individual identities provided by L-1 Identity Solutions, government entities, law enforcement and border management agencies, and commercial enterprises can better guard the public against global terrorism, crime and identity theft fostered by fraudulent identity. L-1 Identity Solutions is headquartered in Stamford, CT. For more information, visit www.L1ID.com.

The L-1 Enterprise Access Division, (formerly Bioscrypt) is the biometric access control solutions leader in the security industry. We focus on providing the biometric solutions that enable enterprises protect assets with the strongest form of multifactor authentication available.

For Further information on
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Visit us at
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