

BASP Sizing Model							
<b>Definitions:</b>							
<b>Enterprise</b> - An enterprise is a business organization consisting of one or more domestic establishments that were specified under common ownership or control. The enterprise and the establishment are the same for single-establishment firms. Each multi-establishment company forms one enterprise - the enterprise employment and annual payroll are summed from the associated establishments.							
<b>Firm</b> - A firm is a business organization consisting of one or more domestic establishments in the same state and industry that were specified under common ownership or control. The firm and the establishment are the same for single-establishment firms. For each multi-establishment firm, establishments in the same industry within a state will be counted as one firm- the firm employment and annual payroll are summed from the associated establishments.							
<b>Establishment</b> - A single physical location where business is conducted or where services or industrial operations are performed.							
<b>BASPs</b> (Biometrics Application Solutions Providers) - Organizations providing fully integrated biometric based solutions targeted at specific high point-of-pain problems within narrowly defined vertically focused market segments.							
<b>Constraints:</b>							
Based on US 2000 Enterprise Data limited to US Firms with 20+ Employees							
<b>Assumptions:</b>							
Employment based on 2000 data, remains static through 2010							
US represents a third of the global market - 1/3 Asia, 1/3 EMEA							
BASPs offer solutions which include integration of a full range of biometric technologies. Selection of deployed biometrics based on environmental and application specific criteria							
Integrated solutions include enrollment - self, end-user managed or third party assisted.							
Physical Access Devices deployed for facility, secure area within facility, T&A, or device/container/storage access.							
Logical Access solutions include fully integrated biometric component of network access, SSO and Federated ID capabilities							
Projections based on delivery of HW, SW and integration into existing infrastructure. It excludes calculations of revenues based on a service/outsourced model or a per transaction fee structure.							
Price/Performance curves of biometric devices for both Physical and Logical Access drop significantly							
Sensors/Devices are included in the cost/revenue of BASP solutions							
For the majority of deployments, BASPs will be subcontracted through larger VARs and System Integrators looking for single source biometrics Physical and Logical Access solutions.							
<b>Enterprise Employees</b>	<b>Firms</b>	<b>Establishments</b>	<b>Employees</b>	<b>Employees per Firm (Average)</b>	<b>Employees per Establishment (Average)</b>		
20-99							
100-500							
500-999							
1000-1499							
1500-2499							
2500-4999							
5000-9999							
10,000+							
<b>Total (+20)</b>							
<b>Weighting Factors</b>							
Value: 0 for neutral, 1 for positive market impact, -1 for negative market impact							
Impact: Percent of influence on biometrics market development exerted by each Factor							
	<b>Value</b>	<b>Impact</b>					
<b>Employment Growth</b>	0	35%					
<b>Economic Growth</b>	1	75%					
<b>Price/Performance Drops</b>	1	80%					
<b>Interoperability Resolved</b>	-1	60%					
<b>B2B Biometrics Acceptance</b>	1	50%					
<b>B2C Biometrics Acceptance</b>	-1	50%					
	<b>Adoption Rate</b>		<b>Average Values (across all biometrics)</b>			<b>BASP Revenues</b>	
<b>Enterprise Size by Employees</b>	<b>Physical Access Devices (% of Establishments)</b>	<b>Logical Access (% of Employees)</b>	<b>Biometric Physical Access Devices Per Establishment</b>	<b>Integrated Price Per Physical Access Device Deployed</b>	<b>Integrated Price Per Logical Access Seat Deployed</b>	<b>US</b>	<b>Worldwide</b>
20-99	15%	20%	5	\$500	\$75		
100-500	20%	25%	10	\$500	\$75		
500-999	25%	30%	15	\$400	\$50		
1000-1499	25%	33%	30	\$400	\$50		
1500-2499	25%	33%	50	\$350	\$50		
2500-4999	30%	33%	100	\$250	\$35		
5000-9999	35%	35%	100	\$250	\$35		
10,000+	30%	30%	100	\$250	\$35		
						<b>TOTAL</b>	<b>\$9,821,385,214 \$29,464,155,643</b>
<b>BASP Revenue Projections for 2010 - Based on Averages</b>							
<b>Average</b>	<b>26%</b>	<b>30%</b>	<b>51</b>	<b>\$363</b>	<b>\$51</b>	<b>TOTAL</b>	<b>\$12,742,713,571 \$38,228,140,713</b>