



CONTACTLESS **Evolis Product Offer**

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S O M M A I R E

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Product Catalogue	3
Requirement for another module	3
Integration concepts	4
VAR's, System Integrators, & Distributors Key Benefits	6
End User Key Benefits	7
Useful links	8
Bibliography	9

Product catalogue

There is more and more demand for Contactless solution on plastic cards. In order to meet those new requirements, Evolis decided to integrate several 3rd party products in its portfolio.

This will help Evolis direct and indirect sales force to propose a large and unique range of personalization solutions, including printing and encoding devices, based on an established catalogue.

Those 'Turn Key' configurations developed by Evolis, a manufacturer of High Valued products, aim helping both VAR's, System Integrators and End-Users to select the best product for their own application, at very attractive conditions.

Here is a list of available products (updated in May 2005) :

	ACG 6152H	Inside M210-2G	Pro-Active K531-232
Standards			
ISO 14443	Type A	Type A + Type B	Type A
ISO 15693		Yes	
Other		Sony Felica (14443-C)	
Security	MIFARE		MIFARE DESFire 14443-A T-CL
Typical Application	Access Control Loyalty Ticketing Transportation	Access Control Handheld terminals Mass transit Hotel Door Locks	Ticketing, Transportation Tracking Loyalty Access Control

As you can see, the market leading standards are made available in the Evolis product portfolio.

Both ISO 14443 and ISO 15693 are supported. This will help to address new markets, with a proven quality offer.

ACG 6152H



Inside M210-2G



Pro-Active K531



Typical applications are mentioned in the table, but there are tremendous new opportunities, since contactless use has basically 'no limit'.

Contactless products benefits from day-to-day improvements. Therefore, Evolis current 3rd party offer will evolve along the years.

In order to get the latest details about our Evolis configurations, please ask your Evolis Sales contact, or leave a message on www.evolis.com.

Requirement for another module

In addition to this list, Evolis will carefully study any request for an alien device integration that would be required to suit project needs.

Such a study should be considered as a 'Special Project' and therefore has to be submitted to the Evolis Marketing Team prior to any commitment to the End-User.

For more detail about this procedure, and the associated costs, please refer to the 'Contactless Integration Project' Chapter.

Integration concept

Integrating a Contactless encoding unit consists on making adaptations to the Evolis printers, so they can accept the 3rd party unit.

First of all, some printer metallic parts have to be changed to plastic ones. This will help to avoid Magnetic fields troubles, and prevent unexpected issues during encoding phase.

The encoding unit, depending on its size, has to be placed within the printer body. There are two types of product:

Integrated PCB including encoding electronic + antenna

PCB including encoding electronic + separated antenna linked together thanks to a coaxial cable

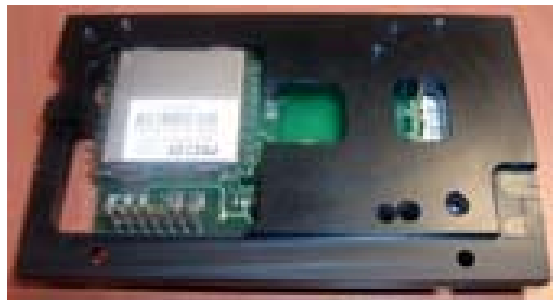
In the first case, there must be some room available for the encoding unit in the chassis.

The antenna is placed above (or under) the card transport system.

Printer firmware have been modified so it allows to position the card just below (or above) the antenna. This will maximise the data transfer quality and rate, and guarantee reliable operation.

The connection panel will receive an additional RS-232 (DB9 Pin) connector. This will be the one where the PC (or any other control unit) will be connected.

The picture below (left) shows a ACG encoding unit mounted on its special bracket, ready to be integrated in a Peb3le. The next one (right) shows where this sub-assembly is located in the Peb3le printer.



VAR's, System Integrators and Distributors Key Benefits

'All-in-one' personalization platform for card printing and encoding

- One single product to be carried in their catalogue
- Easy to sell thanks to pre-configured options
- One single supplier who guarantees the interoperability between printer and encoding unit

MIFARE + ACG 6152 turn key solution for basic contactless personalization needs

- eMedia software v6 will include a MIFARE solution
- Evolis and Mediasoft have a preferred partnership that benefits to the whole Evolis Distribution Network
- A unique combination of HW and SW to meet end user's requirement for the biggest market demand : Mifare A

Simple process for order and delivery

- Selecting a contactless solution from the Evolis catalogue is very easy
- 2 weeks lead time for a Peb3le
- No special paperwork and project management to get it delivered, just a single order
- ➔ Huge saving on administrative process : easy to Sell, easy to Order, easy to Deliver

A homogeneous offer for Pebble, Dualys, Quantum and Kiosk

- Same contactless encoding unit's portfolio available for all products
- Helps to leverage the Return on Investment of a customised software development to many end-users (really suitable for VAR's and SI)
- Standardisation of portfolio on Reseller's side

High-End product product range from a Market Leader

- State-of-the-art contactless offer
- High value and margin generation for both printers and supplies
- Differentiation of Evolis against 'Low-Cost' offers. Evolis is a Market leader, not a 'me-too' printer manufacturer

Give access to larger project and Corporate Accounts

- A good opportunity to develop new project, incl. consultancy, products and services
- A direct access to the 'early adopters' of new technology, in particular Corporate Accounts with a very attractive portfolio

Open for new requirements

- Evolis is always looking at new market opportunities
- Standard offer keeps evolving to meet market requirements
- Project Management process in place for non-standard requirements will help indirect sales force to maximise their business with Evolis printers

End User Key Benefits

in using Evolis Printers and Contactless solutions

Standard portfolio based on market standards, covering a wide range of contactless applications:

- ISO 14443 A & B
- ISO 15693
- MIFARE
- Felica

Mixed operation with other encoding technologies so the printer provides the end-user with an 'All-in-One' printing and encoding solution

- MAG
- Smart
- Contactless
- MAG + Smart + Contactless combined together

Manufacturer process to customize integration, to better suit the end-user needs when a standard offer cannot be used

- Study and integration done by Evolis R&D, according to printers capability
- Integration performed in the Evolis factory to guarantee superior quality for the final product
- Direct contact between module designer and printer manufacturer to benefit from the latest updates

Evolis 'stamp' on the global solution

- Manufacturer's commitment on time-to-market solution
- Overall superior quality
- Innovative solutions through easy-to-operate products, focussing end-user satisfaction

Evolis and Mediasoft propose a 'Turn-Key' solution package

- MIFARE wizard will help eMedia end-users to easily define the card data model
- Mediasoft eMedia will comply with MIFARE + ACG 6152H solution
- Cost reduction and implementation on the card personalization side. System integration on reader side has to be developed as of today.

Quality at a very competitive price

- Evolis strategy is to democratize the Desktop Plastic Card Printers use
- Evolis designed a low-end contactless offer at a very attractive price
- Mediasoft will provide the end-user with an affordable solution for card personalization
- From ISO/IEC 14443, each configuration is positioned at a lower price than main competition

Useful Links

Suppliers

ACG	www.acg.de
ASK	www.ask.fr
HID	www.hidcorp.com
IER	www.ier.fr/htmleng/acceng/accueileng.html
INSIDE	www.insidecontactless.com
LASERCARD	www.lasercard.com
PRO-ACTIVE	www.pro-active.fr
PHILIPS	www.semiconductors.philips.com
SONY	www.sony.net/Products/felica/index.html
TEXAS INSTRUMENTS	www.ti.com/rfid

Consortiums

CALYPSO	www.calypsonet-asso.org
ISO	www.iso.org
EUROSMART	www.eurosmart.com
SMART CARD ALLIANCE	www.smartcardalliance.org
VISA	www.visa.ca/en

Others

MIFARE	www.mifare.net
RFID	www.rfida.com/rfidtech.htm

Bibliography

Web sites

Most of the information of this document are extracts from both Manufacturers and Consortiums web site

You will find those useful links in the 'Useful Links' chapter of this document

Documents

Contactless Technology for Secure Physical Access:
Technology and Standards Choices
A Smart Card Alliance White Paper
October 2002

Contactless Chips and Border Operations
A Realistic Assessment
Prepared by LaserCard Systems Corporation
August 2003



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