

## Smart Card Alliance Membership Value Statements

**The Alliance delivers value to its membership. Below are some quotes From Council participants about their experience as a member of the Smart Card Alliance:**

### Access Control Council

“There are not many places that one can go, other than the Smart Card Alliance, their industry councils and in particular, the Access Control Council, to rub elbows with experts in the use of smart card technology for identity, credentialing and access management. Being a part of this group is an honor, provides an irreplaceable opportunity for learning and affords all of us the ability to make a difference for our clients.”

—*Lolie Kull, U.S. Public Sector Enterprise Security Solution, Identity Practice, Hewlett Packard Enterprise*

“The Access Control Council provides a unique resource for the discovery, discussion, and dissemination of the issues that drive the physical access control system (PACS) marketplace. Companies and individuals need to continue to evaluate where to spend their resources among the competing organizations, web sites, meetings and other sales and educational opportunities. For IDmachines it is an easy decision to continue to invest in a close involvement with the Council’s activities. Frankly it is great to get together on a regular basis with people who understand the intricacies and evolution of a modern PACS as well as the realities of the business. As a result the Access Control Council represents, in my opinion, one of, if not the industry’s most important working group. Simply look at the council’s output over the last few years if there is any question about this claim.”

—*Salvatore D’Agostino, CEO, IDmachines*

“The Access Control Council provides real life implementation guidance for corporations, agencies and end users. It leverages the combined expertise of private and federal members to address industry topics and trends. As a result the resources that are available through the Access Control Council are useful to any stakeholder involved in a smart card implementation.”

—*Kevin Kozlowski, Vice President, XTec, Incorporated*

### Health and Human Services Council

“Smart card technology and solutions are key factors around the world for bridging the gaps between disparate groups for secure, trusted and accurate patient identity for data sharing. As the U.S. healthcare industry continues expanding its automation of healthcare records and exchange of patient data among healthcare providers, insurance companies, and state and federal agencies for Medicare/Medicaid, organizations are turning to the Alliance for unbiased information about patient identity solutions. The Alliance assembles the foremost identity technology, privacy protection and enhanced data security expertise from leaders in healthcare and government. The Health and Human Services Council provides education programs, market research and advocacy to assist the industry in delivering quantifiable solutions for authenticating patients identity, protecting personal health records and eliminating fraudulent activity. As the nation’s leading patient identity solution, LifeMed ID has obtained essential insights and advocacy from the Smart Card Alliance -- a membership we will continue for years to come.”

—*David Batchelor, CEO/Founder, LifeMed ID, Inc.*

Advanced Card Systems Limited (ACS) strongly endorses the work of the Smart Card Alliance Health and Human Services Council in the pursuit of enhanced systems and components to help reduce medical identity theft, improve privacy and combat fraud – by both claim submitters and patients. We agree with the conclusion of the recent Workgroup for Electronic Data Interchange (WEDI) white paper that “subscriber identity tokens” such as smart cards can be an effective tool in combating this fraud. As one of the world’s leading suppliers of smart card readers we will continue to support the Health and Human Services Council of the Smart Card Alliance as it continues in the quest for affordable solutions for the healthcare industry.

—*Robert Merkert, President, Americas, Advanced Card Systems LTD.*

*Membership dollars go to support the council and task force initiatives, networking meetings and industry events, training, web site development, marketing programs, newsletter, Educational Institute, industry advocacy and media outreach efforts. These activities all contribute to the growth of the smart card industry in North and Latin America.*

*Our strategy for the coming year is to continue to engage the diverse aspects of our industry and bring together providers and users of the technology in a friendly, open community.*

*The Alliance has extended its reach globally by engaging international smart card organizations to join the Smart Card Alliance to bring their experience and innovation to the organization. This enables the Alliance to keep a global perspective on how the smart card industry is evolving elsewhere.*

*Education, training and knowledge remain key components of the Alliance’s objectives. In 2016 we opened a permanent training center in Crystal City, VA, called The National Center for Advanced Payments and Identity Security for education and collaboration. The Center is the hub for live, interactive and dynamic educational activities including workshops, educational courses, briefings, symposiums and training and professional development and certification program testing.*

*The Alliance is also a founding member of ISCAN, an international network of smart card associations representing Europe, Canada, India, Asia, South Africa, and China.*

“Patient identification, continuity of care and the advancement of affordable healthcare technology continue as leading discussion topics for public and private sectors. The Health and Human Services Council is a symposium for idea generation, dialog and collaboration between government and commercial organizations to discuss and promote smart card technology within the healthcare industry. I strongly believe that the dedication of this council to market advancement and the knowledge applied to Council projects are shaping the future of the smart card industry.”

—*Morgan Richard, Manager, U.S. Health Care, XTEC Incorporated*

## **Identity Council**

“The Smart Card Alliance is an extremely important organization in advancing the cause of security and authentication in industry today. The Councils within the Alliance provide a means for organizations both large and small to be heard and educated on the critical issues facing them every day. Being part of the Identity Council allows me to connect with industry leaders while it continues to provide an unbiased viewpoint on the issues critical to so many organizations. The discussions within the Council provide useful ideas and greater awareness of technology adoption and how it impacts my company and customers today.”

—*Francine Dubois, VP Global Sales & Partnerships, Nagrad Security*

“The Smart Card Alliance has been instrumental in bringing together key players from industry and government for addressing important issues this whole community has been confronted with. It facilitated a continuous dialogue with lawmakers and other external stakeholders, contributing greatly to the adoption of major smart card-based ID programs. The participation to the Identity Council has allowed NXP to efficiently interact with all the entities in this ecosystem and drive this technology forward.”

—*Stefan Barbu, Head of Secure ID Americas, NXP Semiconductors*

“One of the most important member benefits of the Smart Card Alliance has been for both the industry and key members of the user community to be able to speak to important issues of our collective industries’ technology adoption and provide education, as one trusted voice. This has proven very effective in supporting the roll out of several programs, such as ePassports, PIV and PIV-I, along with educating policy makers and consumers about the benefits of the technology for their applications. Of course the other benefit, as always, is the very active interaction with the user community and in particular those in the federal government. The Alliance has played an invaluable role in providing a vendor-agnostic forum where industry and government decision makers can work out the practical issues towards creating interoperable and standards-based solutions for government applications.”

—*Neville Pattinson, Senior Vice President, Government Affairs, Gemalto*

“Participation in the Smart Card Alliance Access Control Council and Identity Councils has allowed me to form lasting relationships with the leaders in our industry. Through thoughtful discussions and numerous deliverables I have gained deeper insight into key issues illuminated by their collective voice and tackled by this effective group of dedicated and concerned professionals. Due to many technology and market insights, SCA membership has been a navigational aid of great value in guiding my career as well as the companies I manage.”

—*Steve Rogers, President, IQ Devices*

## **Mobile Council**

“UL is committed to a world where digital transaction environments are also safe and secure transaction environments. Smart card technology plays an important role in achieving those goals. The Smart Card Alliance allows us to directly participate in discussions that drive change in those industries that rely on smart card technology. The Smart Card Alliance is home to both ends of the value chain – facilitating dialogue between providers and consumers of technology. Moreover the vertical-agnostic nature of Smart Card Alliance makes it an ideal environment to learn and share best practices between industries.”

—*Maarten Bron, Director Innovations, UL*

“Giesecke & Devrient has been part of the mobile ecosystem for decades through our relationships with mobile network operators, OEMs and leading technology firms. Our focus has been and continues to be securing mobile transactions of all types. The future is mobile – phones, wearables, and even cars. Participation in the Smart Card Alliance enables us to work together with a diverse group of industry leaders to provide a valuable resource to those who want to learn about technology, explore its potential, and drive adoption of secure technology solutions.”

—*Stu Cox, Product Manager, Giesecke & Devrient*

“The Smart Card Alliance provides a great forum for industry leaders to share ideas and deal with issues that affect the secure identification and payment markets. The work being done in various councils provides a unique, unbiased source of educational materials that help drive the industry forward. The white papers and webinars from the Payments Council and the Mobile Council have been a great resource to our company, our partners, and our customers. If you are working on projects in these areas, I highly recommend you attend an upcoming Smart Card Alliance event to learn more.”

—*Tony Sabetti, Mobile & NFC Product Manager, CPI Card Group*

### **Payments Council**

“I encourage any payments industry professional to get engaged with the Smart Card Alliance Payments Council. Our industry evolves almost real-time -- it is critical to stay on top of technological and regulatory developments in our space. The Council provides cutting edge information, providing a global view of payments and payment technology. This in turn helps Heartland better serve our customers with solutions engineered to current standards.”

—*Michael English, Executive Director, Product Development, Heartland Payment Systems*

“Since its inception the Payments Council has been a forum where a diverse group of payments professionals can work together to share their knowledge in a meaningful way with the wider community. The Payments Council has proven to be a valuable resource for Oberthur Technologies especially because its ongoing initiatives are designed to educate interested stakeholders on the emerging trends and technologies that can be used to secure and enhance the payments ecosystem. Its members were early advocates of the march to EMV here in the USA and helped drive the formation of the EMV Migration Forum.”

—*Philip Andreae, Director Field Marketing - Payments NA, Oberthur Technologies*

“Gemalto has seen firsthand how the wealth of information generated by the Smart Card Alliance (SCA) Payments Council transforms into benefits to issuers, payment processors and merchants, speeding the return on investment to its smartcard programs. As a member of the board of directors, Gemalto is highly committed to the standards and ideals of the SCA, which has established itself as the single industry voice for smart card technology through such a positive contribution.”

—*Philippe Benitez, VP Marketing for Secure Transactions, Gemalto North America*

“The Smart Card Alliance has inspired collaboration across the payments industry and has proven to be a valuable resource for Chase. The Alliance has fostered innovation and sense of shared responsibility in the evolving payments ecosystem.”

—*Deana Cook, Vice President, Chase Commerce Solutions*

### **Transportation Council**

“As a transit agency that is travelling the long and winding road in exploring the use of emerging payments technologies, we have found in the Transportation Council an invaluable resource and trusted chaperone. Put simply, we could not have progressed to the point we are today without the Council’s leadership and work in assembling subject matter experts and industry leaders from across the broad spectrum of the payments ecosystem to engage in thought-provoking discussions that serve to inform and educate. Equally important is the work of the Transportation Council in sponsoring and publishing timely and extremely informative white papers on topics that grow the collective knowledge base of the membership at large, collaborative efforts that serve to provide an unbiased, consistent base understanding of the technologies and processes relevant to public transit’s development of new fare payment systems.”

—*Michael DeVitto, Vice President, AFC Program Management and Sales Operations, MTA New York City Transit*

“The Smart Card Alliance is a great forum to both exchange ideas and advance smart card innovations and applications. The Alliance is also an authoritative source when it comes to promoting the benefits of RFID or contactless technologies, and plays an important role in educating the consumer about the value of these technologies. Our goal at Accenture is to contribute to the goals of the Alliance and bring information about cross-industry applications to members so that we help providers improve their products and our clients make smart investments.”

—*John Vasilj, Public Transportation North America, Accenture*

“The Transportation Council provides an invaluable forum of thought leaders representing both industry and government who collaborate to address critical transportation challenges and develops approaches and insight toward resolving these challenges.”

—*Jerry Kane, Senior Program Manager, New Payment Technologies, Senior Project Planner, Southeastern Pennsylvania Transportation Authority (SEPTA)*

“The Transportation Council of the Smart Card Alliance is a vibrant forum for thought leaders in public transit to discuss issues and opportunities that generate from advances in technologies.”

—*Michael Nash, SVP Emerging Markets, Xerox State and Local Solutions*