

Summary note of IPS meeting with Giesecke & Devrient – 5th March 2007

Attendees: (G&D), (IPS), (G&D), (IPS), (IPS),

Meeting purpose

Purpose of the meeting was to receive feedback from G&D as one of the key suppliers in the secure printing industry covering market developments and experiences. It was made clear that it was key that all supplier interaction is conducted in a fair manner and that no advantage be gained through meetings, therefore IPS would be in 'listening mode'.

Substrate material – 'PECSEC'[®]

Discussed G&D's use of the 'PECSEC' substrate for smart cards and passport data page. Noted that Polycarbonate has better grey-scaling using laser engraving. However confirmed that it is still considered 'fit for purpose' and performs better on other factors.

A copy of a blank example PECSEC data page was provided to IPS for demonstration purposes.

Durability issues – commented that Polycarbonate has not yet been in passport operation for 10 years, but has in the card sector.

Recent examples of work discussed

Taiwan health card – began in 2003 and have issued 24 million cards.

Macedonia – model used is that blank documents are manufactured outside the country (in Slovakia) but personalised in-country. Uses 30 'enrolment' offices plus some mobile capability (which has also been used in Egypt). Use up to date personalisation equipment (MPR?) and continue to evaluate technology (such as Datacapture and Mühlbauer) and switch over if appropriate. AH agreed to establish the delivery method for documents.

Canadian drivers card – have just been awarded contract for this (based in Toronto). Offered to arrange a visit to facility if IPS wish and convenient. Also offered to provide further details.

Smart-card market discussions

G&D commented that it is normal to have 2 suppliers for a chip/card/OS that are functionally the same. For example in the banking market it is standard to have two suppliers, each with enough business to allow resilience (essentially just then issues of scale). Also similar situation in the telecoms industry. The personalisation process however needs to be able to work for both supplies (G&D use a 'universal platform' to achieve this). If wanted, this would be possible and not present major technical issues for passport production process.

Passport re-tendering

Was made clear that as per IPS Strategic Action Plan, intent is to go out to market and that IPS has a genuine desire to generate real competition. G&D welcomed this and noted that the development of 2nd passport facility has been taken as an indication that IPS is seeking a proper competition.

G&D view was that to ensure market interest and competition there is a need for those competing to fully understand the current situation (sites, people, processes, standards, security, assets etc). Suggestion was that the real detail would not be needed at launch of procurement to persuade firms to put themselves forward. However feedback was that this should be done as soon in the process as possible. View was that 2-3 years (from launch of procurement in 2007 to end of current contract in 2010) was feasible to deliver go-live.