



The Benefits of Centralized Screening of Cabin Baggage

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Airport Security is Entering a Transformation Era

- Move from hardware/hardwired solutions to flexible software solutions
- Opening-up of proprietary interfaces
- Telecom and IT industries lived this transformation in the late 80s-90s
 - From mainframe to PC and MS-DOS
 - GSM Standard in Europe
 - Internet Protocol / HTML vs proprietary development / closed ecosystem
- Networking of stand-alone hardware: the famous “Metcalfe Law” will start to apply to the Security World !



- Checkpoint security / Pre-board Screening for cabin baggage has remained largely unchanged for the last 20 years+
 - No commercially-driven innovation
 - Changes (i.e. addition of new measures) driven by regulation
 - “Customers” (passengers) are a commodity to be processed, for their own good
- Other aspects of the airport ecosystem have vastly improved during that time
 - Today’s airport shopping vs 1980’s “experience”
 - E-commerce / data everywhere



The Introduction of Innovative Software Solutions Offers Significant Benefits

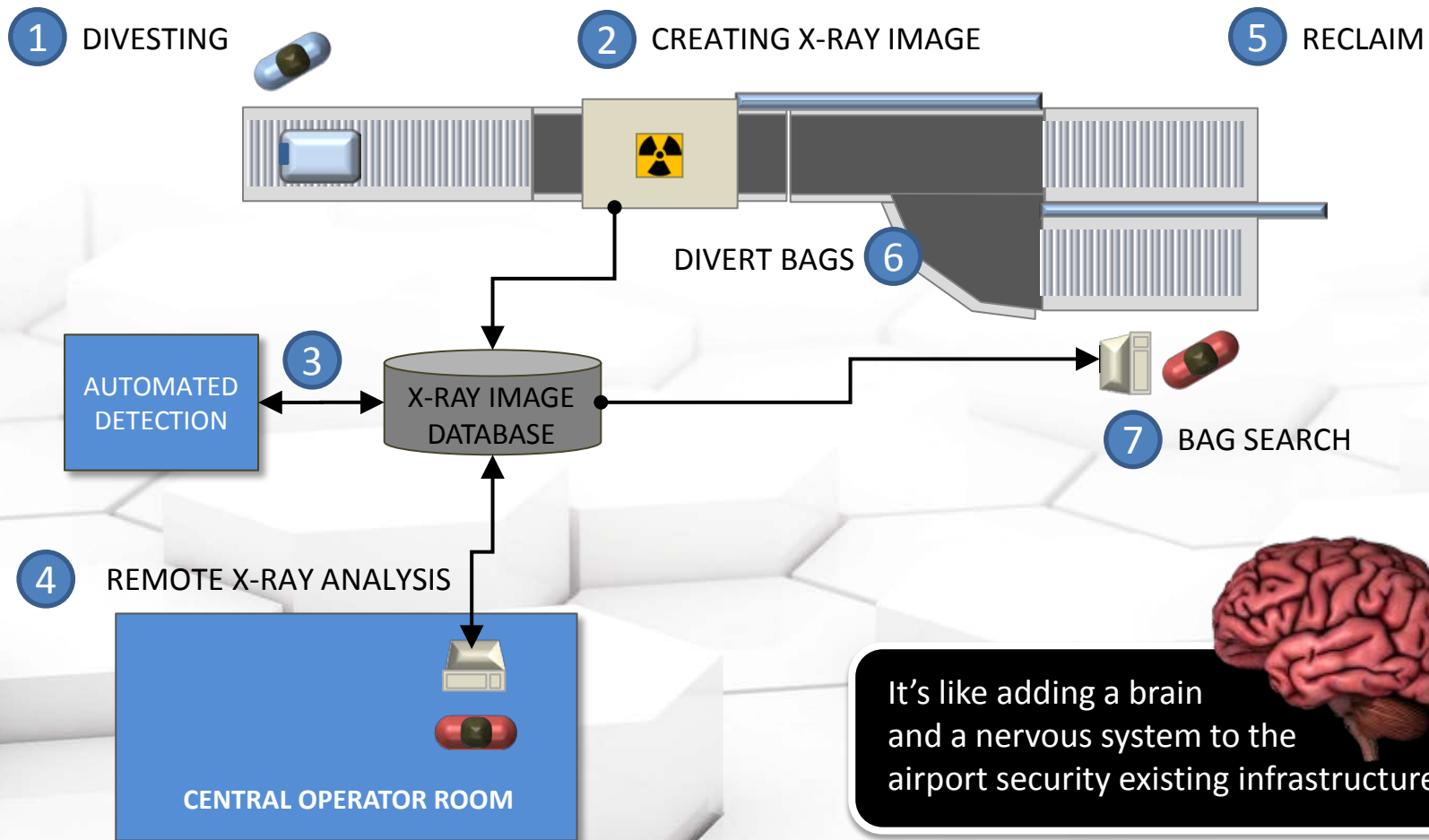
- Labour costs will be dramatically **reduced**
- Passenger throughput will be **increased**
- Detection of threats (people and material) will become more automated and more effective
- Passenger will be airside faster, and everybody will be happier



Centralized Remote Screening - A Tried and True Concept

- Centralized hold baggage screening is almost universal
- Significant benefits in terms of efficiency
 - OPEX savings, CAPEX savings
- Proven increase in effectiveness
 - Higher TIP rates for screeners, more focused security

Centralized Screening



It's like adding a brain and a nervous system to the airport security existing infrastructure

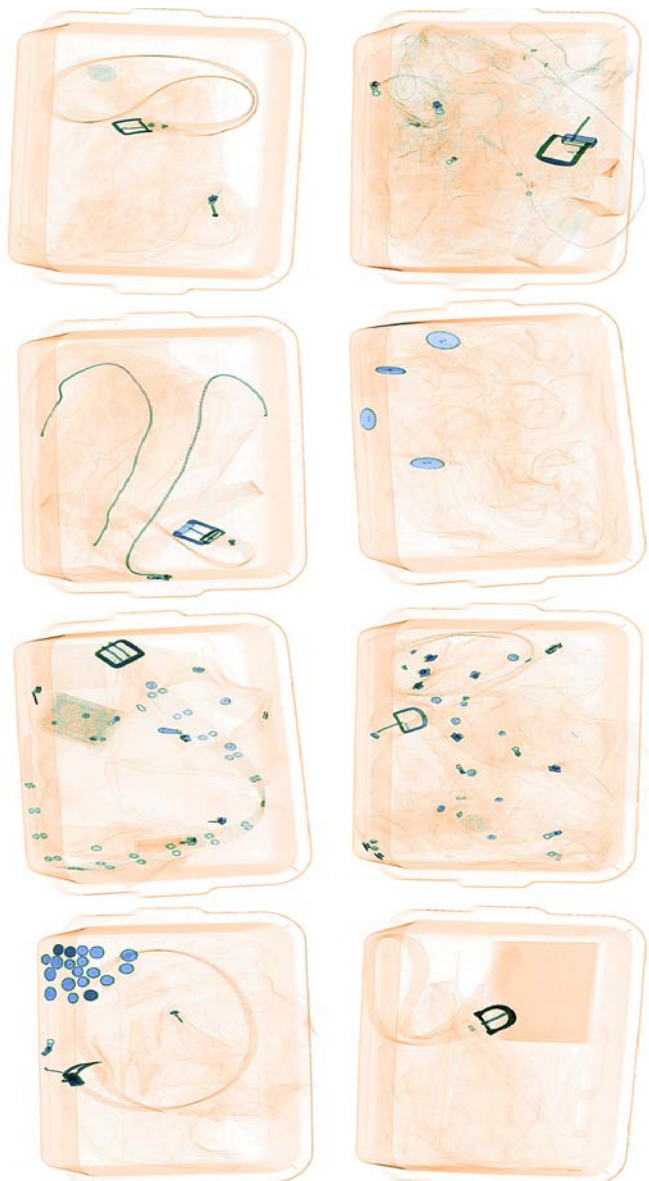


- New innovations such as centralized screening can reduce OPEX significantly
 - Most screeners at the lane spend significant time waiting for images
 - Fewer screeners required to operate lanes at the checkpoint mean reductions in OPEX
- Centralized screening can also reduce CAPEX
 - More PAX throughput through fewer lanes means fewer lanes required
 - Fewer lanes = less machines, less power, less IT, etc..



- Centralized screening ensures fewer distractions for x-ray screeners
 - No WTMD alarms
 - No PAX confrontations
 - No disruptions during role changes at the lane
- No risk of corruption/collusion between the screener and the passenger
 - Screeners do not know the *owner* of the image they are screening
- Tests have shown that screener TIP results increase in the centralized screening environment

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- We're at the beginning of the Software Revolution at Pre-Board Screening
 - Centralized Remote Screening, Integration of 'islands' of closed proprietary systems
 - New "apps" coming from software:
 - ✓ CLEAR BAG algorithm tested today at Schiphol
 - ✓ Virtual removing of non-threat from cluttered bags
 - ✓ Risk-based Screening and "Software-defined Security"

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- In 5-7 years from today, all Tier 1 airports in the world will be implementing centralized screening
 - *"How did we ever do without it?"*
- The arrival of Software in Security will bring their benefits sooner/cheaper to the Developing World (vs costly Hardware changes)

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