



FARGO PROFESSIONAL SERVICES

A PARTNERSHIP FOR SUCCESSFULLY IMPLEMENTING LARGE-SCALE CARD IDENTITY PROGRAMS.

Unparalleled service, solutions and support from the card identity experts.

We realize that implementing or upgrading a card identity system on a large scale such as yours can be a complex, time-consuming process. We also know that it takes extensive, specialized knowledge and experience to do it right.

That's why we offer Fargo Professional Services. Working in tandem with your authorized Fargo integrator, this dedicated team of experts will partner with you to create a card identity program that meets your specified operational and business goals. You'll have a proven resource on every phase of your project — from its initial stages through installation and beyond.

Proven success in the world's largest, most sophisticated organizations.

More than 140,000 Fargo Card Identity Systems have been installed around the world, including

high-profile applications such as national and military IDs, drivers licenses and corporate security. Whatever the challenge, Fargo can meet it.

We'll apply 30 years of proven industry leadership toward the planning, managed deployment and ongoing support required to ensure the success of your card identity program. That's why Fortune 500 companies and government agencies insist on Fargo Professional Services. So should you.

Responsive, expert support after the sale.

We know that execution is the hardest part of implementing a card identity system. Your Fargo Professional Services team will be ready to assist you with any startup problems, right through and after project completion — a rare level of service in this or any industry. You can be confident that your card identity system will continue to operate seamlessly with your existing systems well into the future.



Fargo Professional Services delivers the trusted expertise, dedicated service and innovative solutions necessary to optimize the performance and security of your large-scale card identity program.

Case Study

Customer: United States Department of Defense (DoD)

Situation: Needed to affordably issue secure photo ID credentials with smart card technology to 4,000,000 active-duty personnel and their families worldwide.

Solution: More than 700 Fargo HDP600-LC Card Printer/Encoders, along with ongoing materials, logistics and technical support.

Customization: Specially engineered third-generation HDP® platform to meet DoD specifications:

- Tailored manufacturing process to deliver "DoD-ready" printers out of the box
- Developed special UV-inhibiting secure materials
- Customized printer driver

Outcome: A secure, cost-effective and customized large-scale card identity program.

A Successful Approach End-to-End Support. Top-to-Bottom Expertise.

Working in combination with our expert integrators, Fargo Professional Services follows a proven methodology for upgrading or creating large, sophisticated, enterprise-wide card identity programs. Some of our services include:

Planning

- Setting project goals
- Technology assessments
- Proposals and production schedules
- ROI analysis

Deployment

- Project management
- System integration
- Customization of printer/encoders, drivers, secure materials and software

Optimization

- System qualification
- Cost performance evaluations
- Card security and functionality assessments
- Physical and logical security assessments
- Pilot programs for evaluating new card identity technology

Support

- Technical and engineering support
- Online and on-site training



Multiple benefits for your organization.

Whether you want to issue cards for security, functionality, loyalty or all these reasons, depend on Fargo Professional Services. We've seen it all, and provide proven expertise to help you implement your card identity system as efficiently and productively as possible.

- **Worry-free integration.** Working in tandem with your authorized Fargo integrator, we'll help to ensure full compatibility with existing systems and technology.
- **Risk mitigation.** By helping you specify the correct standard and/or customized hardware, software and materials at the outset, you can minimize training, installation costs, maintenance costs and unnecessary delays due to incompatible products.
- **Fast deployments.** Fargo Professional Services excels at helping organizations roll out complex programs in a timely and accurate manner.

- **Clear return on investment.** We'll help you keep ROI at the forefront during all phases of planning, deployment, optimization and ongoing support.
- **Outstanding results.** By partnering with Fargo Professional Services, you can satisfy your card identity-related deadlines and budgets while helping to reduce costs, enhance efficiency and improve security across your organization.

Want to learn more?

Contact your authorized Fargo integrator today to learn how you can take advantage of Fargo's unique combination of customized products, dedicated service and expert technical support.

For more information call 800-535-9423 (US/Canada) or +1-952-983-8658 (International) or visit www.fargo.com/proservices.

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