

## Intelletto is Growing

In December 2005 Intelletto established a Board of Advisors and named its first Director, Dominique Binckly. Dominique is the Senior VP, Global Sales & Business Development for Psion Teklogix Inc., which is a provider of RFID solutions. Dominique's RFID experience in over 20 countries on 5 continents and his extensive personal network uniquely position him to advise Intelletto on a wide variety of business matters. His full bio is available at:

[http://www.intelletto.com/Company/About\\_US.htm#BoA](http://www.intelletto.com/Company/About_US.htm#BoA)

## Intelletto News:

- Our spotlight is on North America's 1st Rx Authentication Service. In December, 2005, Pfizer announced plans to pilot its RFID anti-counterfeiting technology and authentication service in the U.S. with its Viagra® brand.
- The SupplyScape Rx Authentication Service is the web-application being used to secure the Viagra drug supply against counterfeiting threats.
- Intelletto has been chosen to supply the pharmacy countertop data collection technology and is currently undergoing testing.
- The Supplyscale website mentions Intelletto along with Tagsys – Intelletto's industry partner – as the reader of choice "to scan the EPC and verify it over the Web using the SupplyScape RxAuthentication Service."

Following link is to the Supplyscale website:

<http://www.supplyscale.com/spotlights/authentication.php>

- December, 2005, Richland, South Carolina – Intelletto begins a pilot of the Intelletto INT101 at the Richland Public Library to validate its value as a RFID collection and writing device within library applications.
- Stay tuned for very exciting news coming out of Turkey regarding joint pilots between Intelletto and a Turkish solution provider developing applications of RFID in the Textile industry.

## Industry News:

- Research firm Regan, Jacob & Sydney (RJS) released a free report entitled Has RFID "Crossed the Chasm?"

Following please find some excerpts:

*Because the current wave of RFID technology was born during a venture capital drought, a smaller number of firms are engaged compared to software, internet, and electronic markets of the 1990's. Nevertheless, there is more than enough activity to indicate the stage of the market development.*

[..]

*Several firms were acquired this year, usually with price-to-revenue ratios of 10x or more on trailing revenues, in some cases valuations appear to have be more than 20x on leading revenues.*

[..]

*Early in 2005, some said these multiples were anomalies. But, most 2005 deals were in that range, and since the number of firms available for acquisition has declined, just as the market is poised for more of growth, there is no reason to believe multiples will decline.*

<http://reganjacobsydney.com/reports/Has%20RFID%20Crossed%20the%20Chasm.pdf>

- Fake drug sales 'could nearly double by 2010' A US think tank, The Centre for Medicines in the Public Interest, has released a new report projecting counterfeit drug sales to reach \$75 billion in 2010, a 92 per cent increase from 2005.  
<http://www.in-pharmatechnologist.com/news/news-ng.asp?n=62488-counterfeit>

- Research and Markets issued a report that investigates the future of the RFID marketplace. This report predicts that RFID technology will go from US \$1.95 billion in 2005 to \$26.9 billion in 2015. Growth is coming from the United States and newer applications of the technology.  
<http://www.researchandmarkets.com/reports/c26664/>

- Infoworld picks RFID adoption by Walmart and DoD as one of 2005's Top 10 moments in IT.  
[http://www.infoworld.com/article/05/12/19/51NNyearinreview\\_1.html](http://www.infoworld.com/article/05/12/19/51NNyearinreview_1.html)

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