



EXECUTIVE LEADERS RADIO



**Conor White, President
Americas at Daon**

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Conor White has a unique understanding and acumen for business. As his profile demonstrates his unique ability to successfully lead a large corporation and providing ingenuity and creative technology development. His desire to learn about technology started at a young age and has since created a passion that led him his current role. Conor's expertise and strong drive continues to push his company in new directions and advancement.

Conor is President of the Americas for Daon and a member of Daon's Board of Directors. Conor is a respected speaker at international biometric and human authentication conferences and serves on various technology standards boards both in the U.S. and abroad. In addition, Conor is an accomplished technology inventor with 13 existing patents in the area of biometric authentication on smart, mobile devices. Conor's leadership contributions were instrumental in another notable technology development: one of the world's first open-standards-based multi-biometric authentication programs.

Conor began his track record in leading technology innovation as Chief Architect and Engineering Manager at Digital Equipment Corporation's global partner eCommerce Systems. Later, he served as Engineering Manager at CardBASE Technologies. Conor holds a B.S. in Computer Applications and an M.S. in Computer Science from Cork Institute of Technology. He is also a graduate of the Executive Leadership Program at Stanford University Graduate School of Business.

What does the company do for its customers:

For more than a decade, Daon has been a driving force at the heart of biometric adoption, making the global economy safer, more efficient, more inclusive and more transparent for all.

Throughout the world, Daon has developed identity assurance software that allows government and commercial enterprises to establish trust that someone is who they claim to be. Currently, Daon securely manages hundreds of millions of biometric identities around the globe. As a certified FBI Channeler, Daon processes criminal history background checks required as part of employment decisions, including approximately 90% of the US Airport worker.

Most recently, Daon has developed technology that will ultimately replace usernames and passwords as a means of authenticate. It's called Identity X, a game changer in the world of mobile.

Who are the company's customers:

Daon's customers include USAA, MasterCard, 7 out of 10 US Banks, just to name a few. Their customers are anyone who uses an online sign-on and password for information protection. Particularly, the company works with banks and financial services firms that need to protect individual's information and identity. Any company using some form of authentication is and could be a customer.

Why don't the company's customers use a competitor:

Daon offers secure identity storage, identity searching through a multitude of options including fingerprint, face, iris and voice, biometric verification and identification and data transformation and search result fusion. The company is a service-oriented architecture that goes by the philosophy of "The Customer Comes First". Daon has a deep bench of expertise allowing them to reach deep within the organization to get anything solved.

How did the CEO get involved:

Conor started with Daon back in 2001 as the Chief Technology Officer for 10 years. He later moved into the role of President of X-Business at Daon and is now President of America's. He has a long standing career with Daon.

Learn from growing up and how it applies to the success today:

Conor learned to be a leader from a young age. He was captain for the pick-up soccer group he started back in his home country of Ireland. Conor was successful in gathering those who were interested in playing, forming the teams and helping the group to continue their efforts in competing at soccer. While leading as the soccer captain, Conor learned the importance of delegating to those around him. He uses this skill to the day to ensure his team incorporates all the necessary talents to get the customers job done right and at their best.

Brother and Sisters/Pecking Order:

Conor is the oldest of three. He has a brother and a sister.

Mom's Career:

Conor's mom was a housewife. She was a woman of few words, but direct in her words and actions. She provided Conor the feeling of safety.

Dad's Career:

Conor's father joined the British Army after losing his father at the age of 16.

Learn from Dad and how it applies to your success today:

During his childhood Conor's Dad was tough on him though a push-pull strategy. He would push Conor to put his all into everything, then come back around and tell Conor to take a break. Conor's dad also taught him humility and drive, both of which he lives today. Both have provided the path to his success in life and business.

Advice from the CEO:

Conor provided a few pieces of advice. Conor advised to find a passion in life and love what you do and pay the bills doing it. Don't be afraid to fail, but when you do fail fast and fail cheap. And finally he said not to wait to start to follow your passion, you will only look back and regret it.

Interviewed by:

Andrew Lewis, CIMA®, AAMS
Managing Director
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