



RECONNAISSANCE



How We Can Help You

Introduction

We are the leading global source of business intelligence and services, for sectors with security, authentication and trust at their core.

Based in the UK, our expertise spans five market sectors:

- Currency
- ID and secure documents
- Tax stamps and traceability
- Authentication and brand protection
- Holography and optical security features

...together with the digital domains into which all of these sectors are moving.

Here to Connect

Our international events offer industry professionals, governments and central banks a platform to discuss the latest ideas, techniques and technologies, and explore new ways of working together.

Here to Inform

Our sector-specific newsletters and publications keep organisations well briefed by presenting the most important market trends and breaking innovations.

This enables you to embrace new opportunities and discover novel solutions to enhance your business and services.

Here to Advise

Our consultancy services, primarily in the fields of security printing and authentication technologies, help solution providers and governments decide on the best strategic, commercial or technical approaches to take.

Here to Support

Our secretariat and administration services for industry associations ensure an efficient operation, allowing directors and members to concentrate on delivering the associations' objectives.



RECONNAISSANCE

About Us

Our Team

Our team has spent most of their careers in the cash, authentication and personal identification sectors. No other company brings such breadth of experience, which is what makes us unique.

Our Clients

We serve government agencies, central banks, security printers and integrators, authentication feature providers, equipment suppliers, systems integrators, start-ups and university spin-outs.

Events

We have been organising security-based business conferences for 30 years – more than 100 in 40 countries worldwide. We don't just run our own conferences – we also manage in-person and virtual events on behalf of other organisations.

Publications

We publish seven monthly industry newsletters covering currency, payments, optical security, authentication and brand protection, tax stamps and traceability, and ID and secure documents.

Consultancy

Our consultancy services include market surveys, product analyses, potential partner and acquisition assessments, security feature evaluation, and tender assessments.

Associations

We have been providing secretariat services for the 70-member International Optical Technologies Association, since its formation 30 years ago (as the International Hologram Manufacturers Association), and the International Tax Stamp Association, formed in 2015.

Marketing Services

We help you develop your marketing and communication strategies with services like technical and copy writing, editing and proofing, translation, press releases and website development.

Our Database

We use our own GDPR-compliant (General Data Protection Regulation) database of over 10,000 industry contacts, including government agencies, central banks, mints, security printers, and solution providers.

reconnaissance.net



EVENTS

How We Connect You

Events

We have been organising specialist security-based business conferences for 30 years. In a typical year, we run 6-8 international events – most are our own, but we also provide management services for third party events, notably the Future of Cash, the African Currency Forum and the Mint Directors Conference.

Our event management service ensures a creative and professional approach to your event – whether this is a conference, an exhibition, a customer event, a seminar or a product launch – from sourcing and contracting through creation and development to on-site management.

We also provide support for third party online webinars and virtual events. Our technical team has webinar and virtual content licences for Zoom, BigMarker and vMix, and has worked with CISCO Webex.

Our service is entirely bespoke and we can help you with as much or as little as you want. In other words, if you need support from the initial planning stages through to delivering the event, or just help with certain aspects – we're the team for you!

Strategic

- Project management
- Overall budget management and reporting
- Sponsorship/delegate strategy and revenue models
- Competitor analysis
- Compliance

Sales and Marketing

- Sponsor/exhibitor relationship management
- Branding and event identity
- Delegate marketing
- Website, social media and PR
- Pre-event, onsite and post-event communications

Event and Programme Design

- Overall event design
- Content creation for plenary sessions, workshops and seminars
- Social programmes and tours
- Industry award programmes

Event Production

- Venue research and contracting
- Venue management and reconciliation
- Conference and exhibition space
- Signage and environmental design
- Conference bags, badges and gifts
- Virtual content, onsite polls, event app
- Photography and videography services

Administration and Logistics

- Registration services and reporting
- Event services and logistics management
- Contracting/coordination with suppliers and partners
- On-site management
- Security and transport



RECONNAISSANCE
HIGH SECURITY PRINTING™
ASIA

RECONNAISSANCE
HIGH SECURITY PRINTING™
EMEA

RECONNAISSANCE
HIGH SECURITY PRINTING™
LATIN AMERICA

High Security Printing Conferences

Our three regional High Security Printing™ conferences (HSPs) are held annually in Asia, EMEA and Latin America. They focus on latest technologies and systems for producing and issuing banknotes, ePassports, ID cards, visas and other secure documents.

The HSPs are tailored towards government organisations, central banks, passport authorities, government and private printing works, and commercial organisations operating in the currency, ID and other security fields.

All of our conferences, including the HSPs, typically consist of an informative conference programme, vibrant social events, an exhibition of specialist industry suppliers, a series of professional development workshops and seminars, and tours of government printworks or suppliers' local operations.

Moreover, we were the first to introduce industry awards in the security printing sector, and one of the highlights of the HSPs each year are the regional awards for the best regional banknotes and ID documents.

Attendance at the HSP events is generally in the region of 300, with attendees not just from the region, but all parts of the globe. This provides an ideal platform for senior level decision makers to converge in one location and is of particular interest to those companies already working in, or looking to expand into specific regions.



RECONNAISSANCE **CASH SUSTAINABILITY FORUM™**

The only event bringing together the cash cycle community to work towards sustainability in producing, circulating and destroying cash.
cashsustainability.com

RECONNAISSANCE **OPTICAL & DIGITAL DOCUMENT SECURITY™**

Discover the interaction between the physical, digital and virtual worlds for the best in banknote and ID document security.
opticaldigitalsecurity.com



SECURITY DESIGNERS FORUM

Design and design decision-making in relation to secure documents such as banknotes and passports, to learn, exchange knowledge and develop new ideas.
securitydesignersforum.com

RECONNAISSANCE **TAX STAMP & TRACEABILITY FORUM™**

Where government revenue authorities and solution providers meet to discuss latest tax stamp and traceability initiatives for mobilising revenues and countering illicit trade.
taxstamptraceabilityforum.com

Managed Events



THE COIN CONFERENCE™

The only event to focus on circulating coins as part of central banks' overall cash strategies.
thecoinconference.com



A biennial event managed on behalf of the Association of African Banknote and Secure Document Printers.
africancurrencyforum.com

The Future of Cash



Bringing together all stakeholders involved in the cash cycle to discuss new strategies for creating the cash cycle of the future.
thefutureofcash.com



A biennial event managed on behalf of the Mint Directors Conference, where mints suppliers, retailers and other stakeholders come together to exchange information and debate the future of coins.
mintdirectorsconference.com



PUBLICATIONS

How We Inform You

Publications

We publish seven newsletters a month, as well as weekly email newsfeeds, with each newsletter having its own online platform.

This means that you can view your news as separate, searchable articles on an easy-to-navigate website – or you can continue to receive your newsletters in a printed or PDF format. The choice is yours.

Our newsletters are compiled by dedicated editorial teams comprising a board of advisors and a network of researchers and writers from key sectors of the industry.

Our articles cover subjects including new technologies, programmes and trends, regulatory developments, company news, country case studies and success stories, and interviews with key figures.

We also publish special reports, directories, white papers and reviews related to each sector within the security printing and authentication domain.

Our publications can be purchased on our e-commerce store at estore.reconnaissance.net



Newsletters

RECONNAISSANCE AUTHENTICATION & BRAND NEWS™

Authentication and traceability strategies and technologies for brand protection and document security.

authenticationbrandnews.com

CASH & PAYMENT NEWS™

The only news source specific to the cash cycle and the role of cash within the payment eco-system.

cashpaymentnews.com

COIN & MINT NEWS™

The only newsletter dedicated to circulating coins, the minting industry, and the numismatic community.

coinmintnews.com

CURRENCY NEWS™

A one-stop source of information covering the specification, design, production, distribution and circulation of banknotes and coins, from 'cradle to grave'.

currency-news.com

RECONNAISSANCE HOLOGRAPHY & OPTICAL TECHNOLOGY NEWS™

For everything that's going on in research, technology, commercialisation and security applications.

holographynews.com

RECONNAISSANCE ID & SECURE DOCUMENT NEWS™

For the latest in government-issued identification documents, border management, digital identity, health status proofs... in fact, any situation where linking to an identity is needed to execute a transaction.

securedocumentnews.com

RECONNAISSANCE TAX STAMP & TRACEABILITY NEWS™

The only source of essential information about tax stamp and traceability programmes for recovering tax revenues and combating illicit trade in tobacco, alcohol, and other excisable products.

taxstamptraceabilitynews.com

Special Reports and Directories



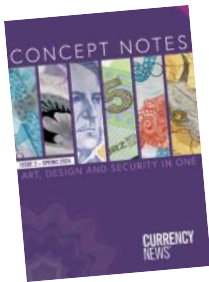
Smartphones for Authentication

Current applications and emerging technologies underpinning the role of smartphones in authenticating payments, people and products.



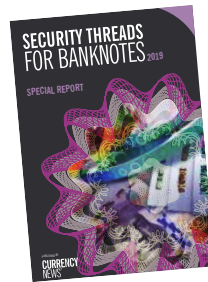
Printing Beyond Colour

Explores the domain of commercial printing innovations that go beyond visual colour, with the potential to generate entirely novel features for secure documents.



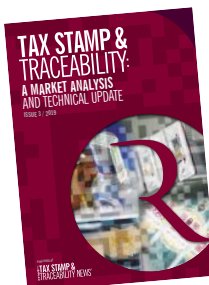
CN Concept Notes (2nd edition)

A collection of house notes, concept notes, specimen notes . . . produced by banknote printers and substrate and feature suppliers to showcase their design and technical capabilities.



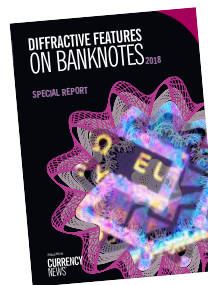
Security Threads for Banknotes

More than 75 years ago the first use of a security thread for a banknote appeared. Since then they have evolved to become one of the most enduring and innovative features on banknotes.



Tax Stamps and Traceability: A Market Analysis and Technical Update

Definitive source of data and analysis on the worldwide market for tax stamp and excise recovery programmes for cigarettes, alcohol and other products.



Diffraction Features on Banknotes

Examines the evolution of diffractive optically variable devices on currency, including latest developments in origination, materials science and application, and best examples of design integration and re-engineering of the technology for latest generation substrates and window features.



Directory of Currency & Technology Suppliers (7th edition)

An essential resource for central banks and issuers, printers and mints, and everyone in the cash cycle, to identify suppliers and partners.



Directory of ID & Secure Document Suppliers

The only one-stop guide to suppliers of the growing array of technologies and systems for the production, personalisation, protection and deployment of identity, travel and government-issued secure documents.



The Directory of Circulating Coins (4th edition)

The only guide to every circulating coin in the world.



Banknotes and Coins of 2024 (2nd edition)

New circulating banknotes and coins issued during the year.



SERVICES

How We Advise You

Consultancy Services

Our consultancy services help you answer the difficult questions with regard to growing your business in security-related markets.

Questions such as:

- How can my company capitalise on new technologies in digitisation, big data, track and trace?
- We need to put sustainability at the heart of our operations and products – but where do we start?
- We've developed a new security-related solution – is there a market for it?
- Where should we focus our investment?
- How can we connect with potential partners?

Reconnaissance has been providing confidential consultancy services for many years. Our client list ranges from small technology start-ups through established companies looking to diversify into new security-related markets, to governmental agencies, investors and venture capitalists considering mergers and acquisitions, and company owners seeking to divest or make a public offering.

All work is undertaken discreetly, securely and in strictest confidence. We are neither a manufacturer nor a supplier to the industry and, as such, can provide information and advice that is not only based on our many years' experience in the field, but which is independent, informed and objective. You can trust us, therefore, not only to be secure and discreet, but to be unbiased and – above all – honest in our approach.



Areas of Work

Corporate/Financial

- Due diligence
- Market analysis and dynamics
- Identification of potential acquisition targets
- Review of business and investment plans

Strategy and Business Development

- Strategic planning, marketing and product analysis
- Go-to-market strategy and potential partners
- New product development and analysis
- Operational planning
- Risk analysis and impact assessment
- Portfolio diversification analysis
- Partner/supplier analysis and introductions
- Market segmentation

Market Research

- Primary and secondary research
- Market/sector analysis and reports
- Datasets
- Polls and surveys
- Literature reviews

Technical Services

- Security feature evaluation
- Assessment of authentication services and systems
- Evaluating requests for proposal
- Specification/tender support
- Expert witness testimony
- Standards impact
- Project conformance
- Benchmarking

Methodology

We take a standard five-step approach to working with you:

1. Understand the consultancy requirement in the context of your organisation, its needs and the market
2. Provide a detailed specification and quotation with work plan, milestones and output
3. Initial research and validation of the task
4. Detailed research and initial findings
5. Final report and/or presentation and review

No two projects are the same, and the specification will be tailored to your requirements. We are happy to provide our services on a retained or project basis – with options ranging from a simple day's consultation through to a full-blown project over several months, and all steps in between.

Ready to talk? Contact us for further information and an initial discussion as to how we can help.

info@recon-intl.com

Association Management – We Support, You Deliver

Reconnaissance has been providing secretariat and administration services for industry associations for 30 years. Whatever service you need to manage your trade association, we can help. For two of our current clients we provide a complete association management package, for another we provide administrative, membership and office support and for others we provide content and communications support.

Whatever the level of support, our role is to ensure that your association is able to operate efficiently and to fulfil its legal and statutory obligations, allowing the directors and members to concentrate on delivering the association's core objectives.

But as we are anchored in the domains of security, authentication and identification, we can go one step further – by harnessing our contacts, experience and industry knowledge to help you set and deliver on those objectives.

How We Can Help

- Membership engagement and administration
- Outreach and communications
- Meeting and events organisation
- Database creation and management
- Website development, hosting and management
- Online and print communications
- Social media management
- Book-keeping and accountancy services
- Legal documentation and compliance
- Research and white papers

We have been providing the full secretariat for the International Optical Technologies Association (IOTA), formerly the International Hologram Manufacturers Association (IHMA), since its inception in 1993, and the same for the International Tax Stamp Association, since 2015. We also provide services to the International Currency Association (ICA), the International Association of Currency Affairs (IACA) and the think tank CashEssentials.

Marketing Services

The currency, document security and ID sectors are a demanding place for any marketing department, calling for communications that are both global and regional, technical but comprehensible, and discreet yet open, in formats ranging from the printed word to online platforms and social media – and with a voice that speaks to everyone from policy makers to lab technicians.

This is where we can help

We have core capability in all communication formats, from writing to conferences to webinars, including their related technical and creative elements, as well as being seasoned publishers. We can provide any element of support for your marketing and communications, from simple editing and polishing of copy for your brochures or website through to the development and implementation of multi-channel communications campaigns, and all stages in-between.

Our teams include people who are scientists, technologists, marketers and experienced business people who have worked at board level in the security industry. There is no other company that combines our industry knowledge with an ability to communicate this knowledge. The result is that whether your marketing and communication needs are functional, tactical or strategic, Reconnaissance can help.

- Marketing and communications audits
- Technical and copy writing
- Editing, checking, proofing, polishing
- Translation
- Brochures, technical specification sheets and flyers
- Product announcements and press releases
- Blogs, social media content and posts
- Website development, content, hosting
- Graphic design, branding
- Advertising, sponsorship
- Direct and e-marketing
- Webinars, infomercials, web and podcasts
- Presentations – content and training on delivery

RECONNAISSANCE INTERNATIONAL

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reconnaissance.net

Welcome to DataVault, your ultimate resource for comprehensive and detailed information on the world's currencies

SEARCH, SORT, SAVE

DataVault is a dedicated resource created by industry experts for professionals needing accurate, up-to-date information about banknotes, coins, cash in circulation, and (soon) tax stamps. The data has been collected by people who understand the industry for people who need to be able to search, sort and save data for a wide variety of uses. The data is presented through easy to use front end software which allows a wide variety of searches, and provides users with the ability to download the data.



DataVault BANKNOTES

DataVault Banknote catalogues every banknote denomination, providing information on designs, when issued, substrates and public security features.

Updated each month, this provides a single source of accurate information. The ability to search, sort and save by denomination, by country or through multiple categories allows comparisons of features and trends quickly and easily.

1st Year Annual

£7,500

Renewal

£1,875



DataVault COINS

DataVault Coins catalogues every coin denomination providing information on metal composition, sizes and shapes, designs, when issued and public security features.

Regularly updated, this provides a single source of accurate information. The ability to search, sort and save by denomination, by country or through multiple categories allows comparisons of specifications and trends quickly and easily.

1st Year Annual

£4,500

Renewal

£1,125



datavault.reconnaissance.net