

Peter Kalocsai

Organization: KaloVision Inc.

Title: Founder, CEO



What we do: KaloVision is a high-tech start-up company developing multibiometric based authentication and security solutions for various vertical markets such as financial, retail, law enforcement, travel, health care, education, government and gaming. We use iris, face and fingerprint recognition technology to verify the identity of users.

Education:

B.A. in Economics, 1991 at Corvinus University
Master of Public Affairs, 1993 at University of Texas at Austin
M.S. in Computer Science, 1997 at University of Southern California (USC)
Ph.D. in Cognitive Psychology, 1998 at USC

Age: 43

Family: Wife, Edit; daughter, Katie, 6.

Where do you see the future of your business?

We have successful prototypes of our multibiometric reader devices that we are already selling to large integrators and government contractors. However, our main goal is mass adoption and, over time, the development of a large-scale authentication and identity management service. There is little doubt in my mind that financial and informational transactions will be biometric-based or assisted in the future. The only real questions are: Who is going to make it happen and when.

What led you to start KaloVision?

After studying and working in biometrics for close to two decades, you develop a certain amount of understanding of how this industry works, what are the issues, where are the opportunities. We believe that with the right combination of high accuracy, low price and ease-of-use for a capture device, we could do wonders on this market. Once you developed the right enabling device or devices then comes the really challenging part of building a successful authentication service on top of it.

What were you doing prior to that?

Before starting KaloVision I worked at various biometric, bioinformatics and information technology start-ups as a researcher and software architect. Most recently I worked at Pelco as a senior research scientist leading their biometric program.

What is the greatest challenge to your organization today?

The largest challenge remains securing the necessary capital to adequately fund future company growth. A venture capitalist told me recently that to accomplish everything we wanted to do we would need around a \$200 million investment. He may be right, but naturally, at this point in our development we would be quite satisfied with a small fraction of that amount.

What three words that best describe you?

Enthusiastic, energetic, oh yeah: highly successful (I only wish).

Who has been your mentor and what did you learn from him/her?

I can only thank my parents for giving me a solid foundation for character, integrity and work ethic. Throughout my schooling I was fortunate to meet many great professors, some of whose wisdom hopefully rubbed off on me. Most recently my mentor has been Glenn Waehner, the CEO of Acuity Systems and former CTO of Pelco. Glenn is one of those rare individuals who you are lucky to come across once in a lifetime. Beside engineering and patents, Glenn taught me tremendously about how to manage and develop people and how to become successful in business.

Where do you see entrepreneurs turning for start-up capital in 10 years?

Deep recessions aside, I would say the channels of funding are numerous and diverse and will probably continue to be that way, although there seem to be great regional differences. What might also be important for start-ups and more established ventures

alike is a supportive local business climate — something we continuously try to improve upon at the Technopolis Central California Collaborative. In addition, working with the right people who can help you develop and grow your business could also be crucial. That's why we are happy to work with the Central Valley Business Incubator in Fresno, whose expertise and help we greatly appreciate.

What don't we know about KaloVision that we should?

We are a small high-tech start-up company right now, but we have ambitious plans for the future. Imagine a world where identity theft is no longer a threat and all your electronic transactions and access to your assets and private data are safe and secure. We would like to help make that dream a reality.

Interestingly, a revolution in financial transaction processing had already started in the Central Valley once before, with the invention of the credit card (BankAmericard, Fresno, 1958). Building on that tradition we would like to start another trend from the Valley by making biometrics a central point of convenient, yet safe and secure electronic transactions around the world.

What was your first job and what did you learn from it?

My first real job was in my college years back in Hungary as a correspondent for the university newspaper. At the time, when the iron curtain was falling down, I reported on activities of the newly formed party: The Alliance of Young Democrats. Because of that job I met a lot of people who later became important government officials. However, I realized that politics was probably not in the cards for me and I decided to come to the U.S. instead. So far it has been quite an exciting journey.