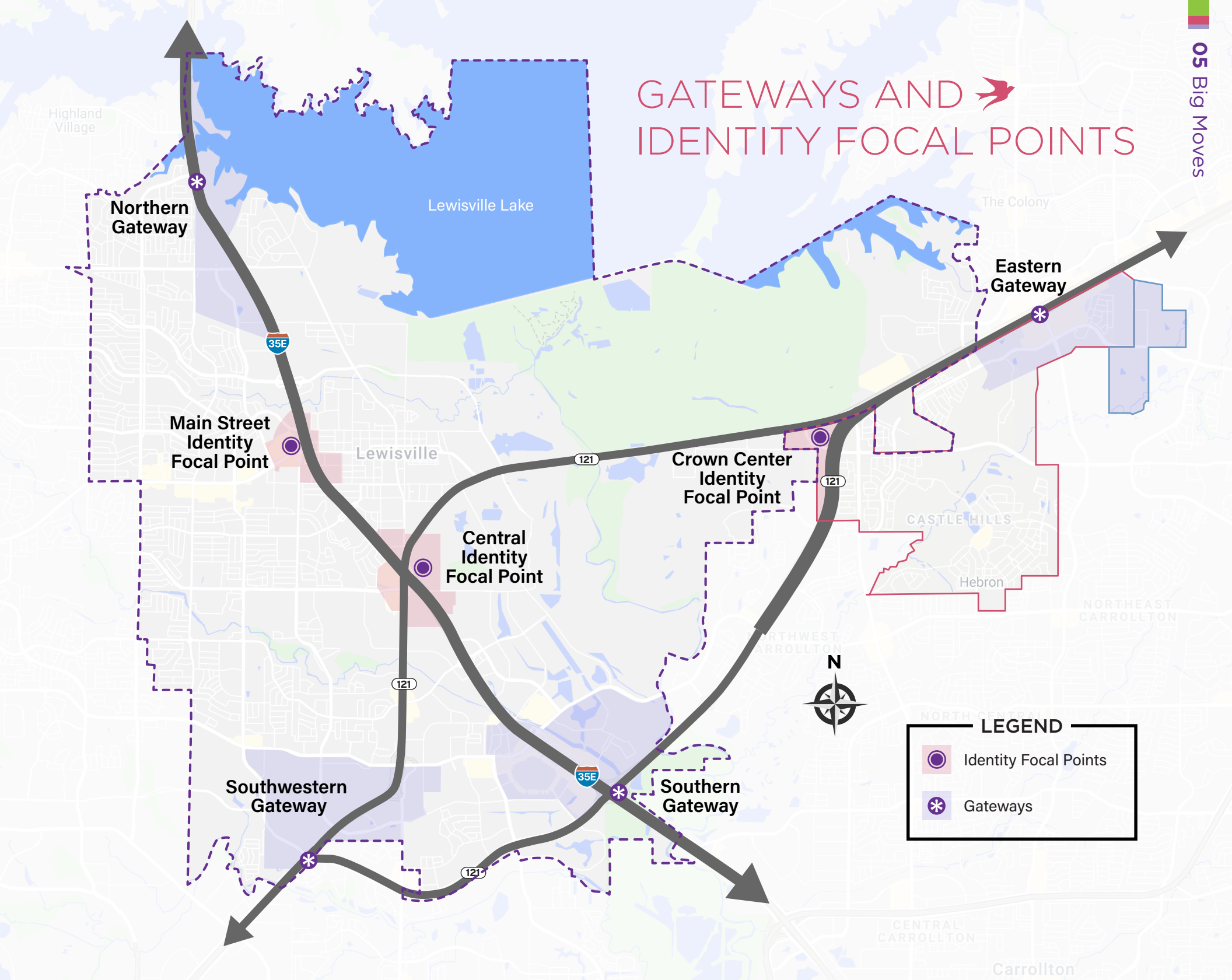GATEWAYS AND IDENTITY FOCAL POINTS