

2013

ACCESS CONTROL TRENDS & TECHNOLOGY

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Critical access
control elements of a
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SCHOOL LOCKDOWNS

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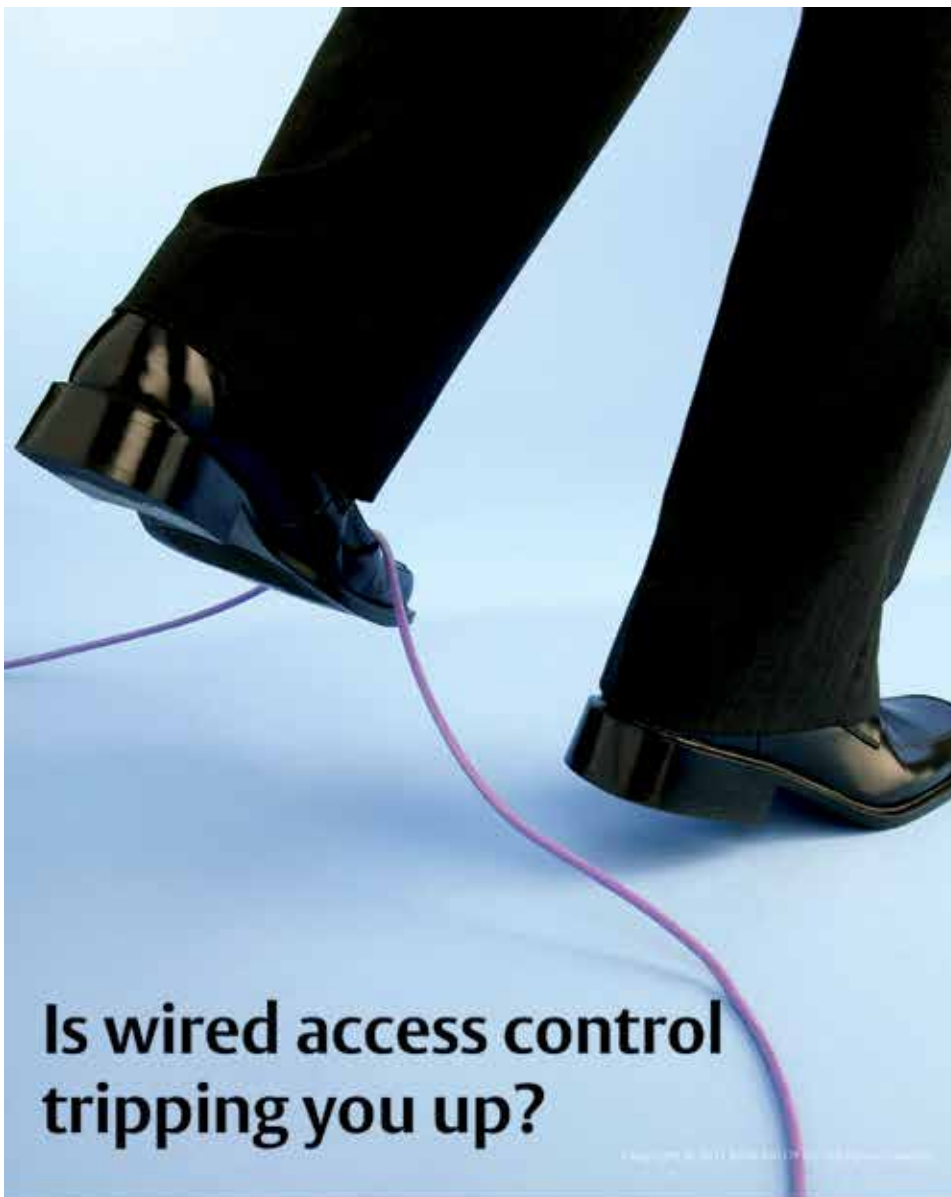
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The **NEW FACE**

of **Managed Access Control**

Hosted/cloud services uplift a decades-old technology

Those of you who have been in the industry for more than a few years probably know that managed access control services are by no means a new concept. Central station monitoring companies and alarm dealers have been doing managed services almost since the industry's beginnings.

The early vestiges of managed services included opening and closing reports and supervisory alarms as well as other system checks and well-being balances — many of which were accomplished over telephone lines (POTs) and the digital dialer.

Now there's renewed buzz and interest in managed access control. Continued development of more robust servers; increasingly reliable cloud and hosted services and software; and the knowledge that managed access control provides critical business services has given it a lift among both integrators and end-users.

Managed access control can be administered by systems integrators through third-party central monitoring services; on site at the customer's premises; or off location via hosting farms that maintain the technology 'in the clouds.'

Increasingly, physical security applications that were once confined to local, on-premises servers are now hosted in third-party data centers on the Internet and this new finding is bolstered by a new industry white paper from the Security Industry Association standards committee that explores the impact of the cloud on security (download the free white paper at <http://siaonline.org/content.aspx?id=11442>).

For the user and the locksmith, alarm dealer or systems integrator, managed access control brings valuable services to all parties. But it's more than

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Affiliated Monitoring provides robust managed access services to its dealers, who retain their identity with the customers.

Photo: Affiliated Monitoring

security. Access control as a managed service enables greater control over the workforce in human resources functions, for example, and fosters better accountability of system users. These analytics can also more effectively assess premises risk, giving users a product solution they can really sink their teeth into and leverage into other business intelligence.

Perks and Pluses

Managed services are elastic — users can have as little or as much as they want or need. There's another critical aspect to managed access — services can be leveraged by the user as an operating expense budgeted monthly, rather than a large and sometimes unattainable massive capital expenditure.

For the installing contractor, as hardware margin profitability continues

to dwindle, adding new services that generate monthly revenue can offset this trend. In addition, being able to offer a higher level of technology via managed services to customers makes the contractor indispensable in the users' eyes. And managed access control can be offered by nearly everyone up and down the security installation 'chain.' Even locksmiths who generally do not contract monthly monitoring revenues can get in on the game. Many third-party central stations now provide hosted managed access services.

Affiliated Monitoring, a 35-year-old a wholesale monitoring firm based in Union, N.J., provides cloud-based access control as a way for dealers to offer flexible and scalable security solutions to their customers, according to Daniel Oppenheim, vice president.

Affiliated Central's experience extends to security, fire and PERs monitoring and the company is based in a new, 80,000-square-foot monitoring facility.

"We provide a managed access platform for our dealers to offer to users; these users can then fully manage the service and call us directly 24/7 to make any changes in levels of access, users, etc.," Oppenheim says. "It's seamless to the end user; we answer calls with the name of the dealer's company. It's all about helping our dealers be successful and fill out their product lines."

From Locks and Safes to Managed Access

For some companies, like Strauss Security Solutions in Des Moines, Iowa, managed access control has been a game-changer — and a company changer as well. Formerly known

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Karen Goldsworth of Strauss Security Solutions says the company moved fully from a safe and lock business into managed services because of increasing demand from customers and the ability to provide differentiated products.

as Strauss Safe & Lock, the privately owned family operation changed its business plan and name to reflect the move to new technologies, such as hosted managed access control, says Karen Goldsworth, sales manager. Goldsworth says the company has had such great success with its managed access services that it is gearing up to parlay into managed video.

Strauss Security Solutions began its locksmith business in 1927 and slowly migrated into card access and video surveillance. "There was a bit of a learning curve moving to managed access, but this definitely gives us an edge over the competition," Goldsworth says.

The company takes advantage of manufacturer training and hires personnel with electrical expertise. Currently Strauss Security deploys Brivo Web-based access control for its customers, who manage the solution themselves. "We do all the set up and currently turn all control over to the customer," Goldsworth says. "But now we will start to bring in full managed access control back over to our company, so we can offer different levels."

Goldsworth says the Brivo solution is easy for the customer to use, which was critical to their selection of the product. "Our customers asked for a Web-based solution and now some are asking for us to do more of the permissions, rebadging, so we will bring that

in-house. We are always looking to provide the best customer service," she says. She adds that for smaller customers, especially schools which aren't really involved in day-to-day security and those companies with less than 50 employees, they want Strauss Security to handle that part of the solution. The company has mobile techs to assist customers 24/7 should any questions or problems arise.

For Security Install Solutions Inc., based in Denver, Colo., the demand for managed access control solutions also comes from the user, says Rueben Orr, CPP and principal. The company's current core business is the federal government, which is moving more slowly into managed access due to regulations, but other commercial customers prefer the services for its flexibility and also as a way to plan for monthly administration costs. "They know that everything is taken care of in their monthly fee," Orr says.

"A lot of smaller companies don't have their own network administrator, so you must have manufacturer partners who make managed access control simple," Orr continues. "The demand comes more from technology-centric customers who know exactly what their monthly costs will be. For example, one payroll vendor uses hosted services as a business tool. When access control becomes more of a business tool, you add value and provide a critical need to customers."

Pricing and Flavors

Orr also says that as managed services become more user friendly, smaller access control specifications will move increasingly to the hosted model. Security Install Solutions currently offers new commercial customers a managed solution for four readers or less and up.

The monthly cost for managed services will depend on a number of factors, including the total number of doors and other parameters, Orr says. "You can start at \$20 a month to hundreds and even thousands, depending on the geographic size of the customer's site," he explains. "As a managed service, it's a type of lease — the customer pays for the installation and can

amortize the hardware costs over the life of the lease. You're taking a capital expense and making it an operating expense that can be budgeted."

Security Install Solutions says that customers see the benefit of managed services — and it goes beyond security. "It is a business tool — they can run activity reports and send/receive text messages and find out, for example, if someone hasn't come in or left early — and it's all automated," Orr says. "It can be used for unattended delivery of goods or services at a business as well; sold as a productivity tool rather than just security."

Used in this way, businesses are also capable of tracking their true cost of doing business. "A lot of people don't know the real costs, and that goes for the access control system," Orr says. "For example, they don't know how much time personnel might spend managing cards or creating levels of access, for example, especially when they haven't performed it in a while. When you can help them track what



Rueben Orr, CPP, the principal of Security Install Solutions Inc., says managed

access is a great business tool for the customer and helps make users more dependent on their technology provider.

the costs really are — how many hours they spend managing access control permissions, then it's not an emotional buy — but a logical decision."

He continues: "Systems integrators should never underestimate a customer's ability to buy the best quality of convenience. Your user's time is worth more and they have to understand that.

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Tell them that they could use that time to generate revenue. Ask them if they see value in pushing responsibility to someone else."

Before the Internet and hosted services, the digital dialer was the way that managed services were provided. Raymond Jackson, principal of HOA Technology in Laguna Hills, Calif., dba ProTEK Integration Inc., has been knee-deep in the transition of



Raymond Jackson, principal of HOA Technology, a business of

ProTEK Integration, focuses on campuses for his managed access services, with an eye increasingly on video.

the industry into managed services. Jackson previously logged time with Westec Interactive Services. HOA Technology focuses on homeowners associations and communities — which Jackson refers to as campuses.

"We started offering managed access before formal managed access control came out," he says of his time at Westec. "We were hosting companies' databases, so the concept isn't new. Today, we offer three basic solutions — hosted, where customers park their data with us and they manage and control; mid-level where we do badge updates, remove users, etc.; and fully managed where we do full credentialing and print cards, print badges to end users, manage scheduling, holiday schedules, etc."

Video on the Mind

Jackson says it's logical that video is the next extension of managed access control. "Video is a way you can connect an access event to a person," he says. "It is a totally different story when you have that video as well."

Today's managed access control is also more flexible for the end-user: "With a smartphone you can disable, enable and control all aspects of the

premises," Jackson explains. "The user has a deep level of control of the premises. Our philosophy is to deliver our properties the technology they can benefit from."

HOA also recently started a dealer services program where alarm companies and systems integrators retain their customers but benefit from the firm's managed services on a third-party basis. "The dealer is our customer; we brand the service with the look and feel of their company and they pay a monthly fee for services. And there are all different ala carte levels available. For example, maybe they want help on Memorial Day for a customer with limited access and different hours.

Managed access is a huge differentiator for the alarm dealer and it drives another leg in the relationship with the customer," Jackson concludes. "It's hard to lose customers when you have this deep relationship." ■

Deborah L. O'Mara is editor of Security Dealer & Integrator magazine. Check it out at www.securityinfowatch.com/magazine/secu.



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School Lockdowns

Inside the critical access control elements of a K-12 emergency plan

One only needs to think of the word Newtown to know that hostile intruder situations have emerged as serious threats to school safety. In these times of heightened risk awareness for our schools, every gun scare, bomb threat or even dangerous nearby situation prompts school lockdowns; in fact, if you searched Google news for “school lockdown” on any given school day, you will likely find multiple instances across the country.

A school lockdown may require an emergency lockdown or shelter-in-place procedures, which are the opposite of a facility evacuation. National standards for school lockdown procedures are beginning to emerge; however, the responsibility of developing a lockdown policy continues to lie with individual facility administrators.

By design, an emergency lockdown procedure ensures that all internal and external doors and windows are locked or secured. Occupants inside the building(s) remain inside their secured rooms and await an “all clear” from emergency personnel.

The most effective lockdown procedures include regular training for faculty, staff and students. Teachers and staff members are often the initial responders to an emergency, and they must be trained properly to respond. Training aspects may include lockdown drills conducted annually, school maps distributed to responders and inventories of classroom emergency equipment.

Effective emergency management plans rely on communication methods that will distribute emergency instructions quickly and widely during a crisis. Public address systems, messaging via networked computers, electronic signage and other devices can alert everyone to a dangerous condition and that an emergency lockdown must be performed. The notification system(s) should alert all areas of the building, campus or district, including remote buildings and outside areas.

To implement a lockdown in case of hostile intruder, basic procedures should include:

- Lock all doors;
- Close all windows and window treatments;
- Remain low to the ground and away from windows and doors;
- Turn off lights;
- Move out of hallways and open spaces, if safe to do so;
- Return indoors, if safe to do so;
- Remain calm;
- Await the “all clear” signal before releasing anyone from the room.

Mechanical Access Control: Technologies Schools Can Deploy

There are a host of everyday actions that schools can take immediately to get procedures and systems where they need to be. Some actions include equipping classroom and common area doors with locking devices that enable the doors to be secured from inside the room; installing a reliable security and emergency warning system; establishing district-wide communications capabilities; and creating a central monitoring station to receive lockdown signals and to notify authorities.

Schools in Vacaville, Calif., for example, recently replaced their locks with ones that incorporate a “Classroom Security” function that enables an individual to immediately lock a door from inside with a key — thus eliminating exposure outside the classroom in a hostile intruder situation. The ability to key-lock from inside the classroom enables the teacher to control access and egress in an emergency and prevents the compromise that could occur with an inside pushbutton or thumbturn



Schlage locks inside Vacaville, Calif., classrooms provide a key lock inside the classroom so the teacher can remain inside during a lockdown situation.

latch. The same function is available on electronic locks as well.

In many incidents that have occurred in schools, lives were saved because of locked interior doors. Whether students and teachers hid in closets, bathrooms, storage rooms or stayed in a locked classroom, the locked doors provide immeasurable protection. Classroom security locks, such as those used in Vacaville, have been a standard in many school specifications for years — not just for classrooms, but also for just about any room that would have had a regular classroom function lock in the past. These locks have been required by law in California schools since July 2011. An indicator on the inside rose or escutcheon which indicates which way to turn the key is extremely helpful and the inside cylinder can be keyed so that any key in the school’s master key system will lock the door.

Large spaces like gymnasiums, auditoriums, cafeterias and libraries typically have doors equipped with panic hardware or fire exit hardware. These devices may be equipped with cylinder dogging or a trim control that is similar to a classroom security lock, enabling the doors to be locked without entering the corridor. To facilitate quick lockdown

if needed in a bank of doors, staff may want to limit access through one door while using the other doors only for egress. If budget allows, electric latch retraction provides immediate lockdown of these doors.

From a security system viewpoint, doors that have mechanical locks can be enhanced by upgrading the locks to a patented or patent-restricted keyway, in which keys cannot be duplicated without authorization. This is a relatively low-cost method of enhancing security.

Vacaville, for example, has upgraded to a patent-protected key system. Keys are only available to authorized individuals through professional locksmith channels, which helps to prevent unauthorized key duplication. “With key blanks that cannot be duplicated at the local Wal-Mart or Home Depot, we are now able to develop a checkout system (that emphasizes) people understand the importance of accounting for their keys,” says George Durnay, Vacaville’s director of buildings, grounds and equipment maintenance.

Leveraging Electronic Access Control

Electronic locks or card readers take security to a higher level by requiring a unique credential to allow access.

Electronic security makes it easy to manage adding and deleting users — you always know who went where and when.

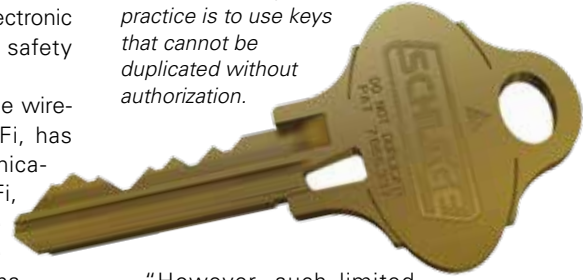
New construction or major remodeling enables schools to go hard-wired for electronic locking so that they can be connected to the computer network for centralized management. When managed from central location, lockdowns are fast and effective.

As an alternative to hardwired locks, a wireless electronic locking system provides flexibility and simplicity of installation with the same enhanced security of a hardwired system. They connect easily to the school's network for fast, effective lockdown. Wireless access control system installation is fast and

easy with minimal disruption and can easily be integrated with other electronic hardware for an integrated life safety and security door solution.

One lockdown issue with some wireless technologies, such as WiFi, has been the potential for communications delay. "Usually with Wi-Fi, access control decisions are downloaded by the host into the lock 5-6 times per day," explains Gary Conley, the University of Virginia's facilities & systems engineer, Office of Business Operations. "Access control decisions in this way are managed within the locks (as is the case with traditional offline locks) to minimize communication from the lock to the host and conserve batteries.

A school security best practice is to use keys that cannot be duplicated without authorization.



"However, such limited (non-online) connectivity with the host limits the locks' ability to receive urgent commands from the host," Conley continues. "For instance, even with a historical 900 MHz wireless platform, a direction to immediately lock down could be ignored for 10-plus minutes."

This problem can be mitigated with

The Lockdown Challenge on Open Campuses

Open campus environments pose significant challenges — particularly during emergency conditions that call for a lockdown of some or all buildings. With traditional security controls and procedures in place, campus officials may struggle to lock down all buildings quickly and efficiently.

Mass notification systems may rely on landline phone systems to call each department with instructions to lock facility access doors manually, one building at a time. After resolution of a security issue, the reverse process may prove equally inefficient when manual procedures are used to return facilities to their normal state.

Interestingly, those campuses receiving Title 1 funding must have such procedures in place. It is one reason why there is such a scramble going on among the nation's community colleges, which seem to lag behind their four-year cousins in implementing such solutions.

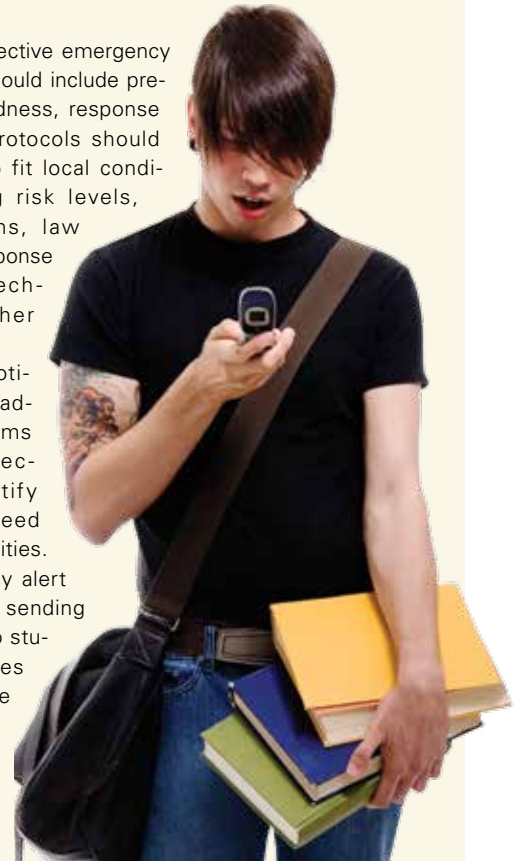
With recent advances in electronic security management systems, many campuses have implemented systematic efforts to upgrade traditional locks around building perimeters with access control devices that are connected to a centralized system. These systems enable authorized individuals to quickly lock down a building, a series of buildings or even an entire campus. With advanced programming, access control systems can respond to different threat levels to automatically lockdown buildings and turn control over to a pre-determined system procedure.

Locking devices also can be programmed to automatically secure all or part of the campus at different times. The system can keep doors unlocked, allowing free access or maintain a locked system that requires proper ID cards for entry. Keyless systems that use electronic locks and proximity or smart cards can also effectively control access.

Although there are no national guidelines for university

lockdown, an effective emergency lockdown plan should include prevention, preparedness, response and recovery. Protocols should be developed to fit local conditions, including risk levels, building designs, law enforcement response capabilities, technology and other considerations.

Emergency notification and broadcast alert systems provide an effective way to notify people of the need to lockdown facilities. These emergency alert systems include sending text messages to students' cell phones and other mobile communications devices, linking campus buildings to a public address system, and broadcasting messages to a variety of communication channels. Mass notification systems should fit the local situation and type of campus organization. When possible, redundant systems provide the best solution. ■





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In Greenwood, Ind., a vestibule at each school routes all visitors to the office where they can be identified and screened before they are admitted. A bank teller-type window provides security while allowing for a credential exchange.



Wireless access control door hardware, such as the Schlage AD Series, can easily be integrated with other electronic hardware for an integrated life safety and security door solution.

newer modular wireless locks, which include a patent-pending “wake up on radio” feature that works in parallel with the 10-minute heartbeat. Without waking up the entire lock, it listens for complementary commands every one to 10 seconds and responds; thus, 10 seconds is the longest it will take to initiate lockdown.

Creating a Checkpoint

Many schools restrict access via the main entrance during school hours. When students enter or leave school at the beginning or the end of day, the doors are typically unlocked. At these times, most schools have additional staff at the entrance area to help monitor access to the building. When class is in session, doors are locked and a camera monitors who rings the bell for access. Office personnel assess the visitor and grant access if appropriate.

In Greenwood, Ind., a vestibule at each school routes all visitors to the office where they can be identified and screened before they are admitted. A bank teller-type window provides security while allowing for a credential exchange. To confirm his or her identity and ensure they check out when leaving, a visitor is required to leave a driver’s license, credit card or other identification in exchange for a visitor’s pass.

Many schools are adding secure entrance rooms between the main entrance and the school’s office to provide a single, controlled-access point. This type of control also provides a quick way to accomplish a lockdown if necessary. In Salt Lake City’s Granite School District, Assistant Foreman, Safety Systems/Police Electronics Mark Peterson notes: “We typically leave only the main door open for public access. Visitors must report to the office, which is located near the front door. If we need to go into a lockdown, the principal or custodian only has to lock that one door.” ■

April Dalton-Noblitt is Director of Vertical Markets for Ingersoll Rand Security Technologies. Request more info about the company at: www.securityinfowatch.com/10215684.





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Users can be managed without the need to visit the lock and there are no keys to replace or codes to secure. Controlled access and audit capability can be wirelessly added to cabinets and drawers securing supplies, equipment, pharmaceuticals or sensitive records.

The K100 is available either as a pre-configured lock and hub kit or as a part of a larger integrated access control deployment.

www.hesinnovations.com

Request more info at www.securityinfowatch.com/10213861

Success Story: Wireless Brings Security to the Classroom

Virginia school district enhances safety with efficient access control system

With the recent spate of school violence, classroom security was an obvious growing concern for officials in Stafford County, Va., whose rapidly growing public school system includes nearly 27,000 students.

Stafford County's 17 elementary schools have an estimated enrollment of 11,599 students in kindergarten through fifth grades; the eight county middle schools are home to more than 6,500 sixth through eighth grade students; and the county's five high schools range in size from approximately 1,900 to 2,050 students.

Stafford County Public Schools (SCPS) wanted teachers and staff to have the ability to quickly secure a classroom in the event of a lockdown. "SCPS Facilities Services is committed to providing instructional and support spaces that are clean, safe and effective to educational activities and by delivering quality

customer service through responsive, flexible, innovative and efficient practices," says Scott Horan, SCPS assistant superintendent for facilities.

Administrators turned to Stanley Security Solutions, which has provided door hardware products at the school district for nearly 30 years. Most SCPS buildings were still being secured with traditional keys, and the administrators concluded that the system was in need of an upgrade, with regaining hierarchical key control a priority. Their research also revealed the need for new intruder panic hardware and door closers.

The administrators worked with the security integrator and concluded that a "patented" keying system would help SCPS achieve its goal of controlling unauthorized key duplication, and that intruder panic hardware would enable quick lockdown capability. Additionally, the schools needed to increase their ability to monitor all traffic into and out of their facilities with the implementation of an electronic access system.

Stanley worked closely with each school's facility manager to identify any security deficiencies, and crafted a five-year plan that would cost-effectively enhance overall school security and access control. Stanley's Wi-Q Access Control system served as a foundation for the deployment, and it was combined with the manufacturer's



Mountain View is one of five high schools in Stafford County and has 1,800 enrolled students in 2013.

mechanical locks, door closers and panic hardware.

The Wi-Q system is a network-programmed wireless lockset access system, which provides full access control with just three components — software, portal gateways and Wi-Q locksets or access controllers.

For SCPS, the system is scalable and easy to upgrade. The system is able to operate as part of an existing access control system, or as an independent security management solution. The system also features 128 bit AES security encryption and smart power consumption. Combining these benefits with the multiple redundancies of the access control data at the reader, gateway and host computer means the system can make an effective, accurate access control decision at the door when the card is presented.

Beyond the access control backbone, Stanley also installed a number of door hardware products, including CORMAX cores and patented keys, 9K cylindrical locks and 40H mortise locks. The cores and keys include key blanks only sold to SCPS-authorized individuals for enhanced key control. Stanley also installed its Apex 2000 Series touchbar and D4550 Series heavy duty door closers as an entry and exit solution. ■



The Wi-Q system from Stanley provides access control at Stafford County schools using software, portal gateways, locksets and access controllers.



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Gates



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Access Control Power Units & Control Panels



Rosslare's AC-215IP Access Controller

The AC-215IP Networked Access Control panel from Rosslare Security supports up to 30,000 users, 20,000 event log entries, more than 2000 doors, 4000 outputs, 4000 inputs, and uses flash memory to enable easy firmware upgrades. It can be grouped into more than 1000 sub-networks, ensuring the right access is given to the right people. Other features include car parking management, Wiegand protocol customization, global anti-passback and supervised inputs/outputs. **Request more info at www.securityinfowatch.com/10878022.**



Accelaterm Door Controller from Continental Access

The Accelaterm CICP2800 Super-Speed 16-Door Controller from Continental Access supports 8 to 16 readers and 40,000 to one million cardholders. With onboard direct-connect LAN adapter, 54MHz 32-bit processor, and up to 20MB memory, it provides ½-second door opens and complies with FIPS/TWIC/CAC credential standards. It also features full onboard lightning protection and fully-distributed processing and is powered by the supplier's CA3000 v2.9 enterprise software. **Request more info at www.securityinfowatch.com/10955416.**



SDC's UR1-V1 Universal Access Controller

The UR1-V1 Universal Access Controller is the latest addition to SDC's Control Models and a companion for its 603Rf Power Supply. Designed for installing access control dealers and system integrators, it provides a choice of 12 individual dip switch selectable relay operating modes or system modes for lock control, monitoring, communicating door or lock system logic. Relay output modes may be individually configured as a Dry Contact or Voltage Output. **Request more info at www.securityinfowatch.com/10929592.**



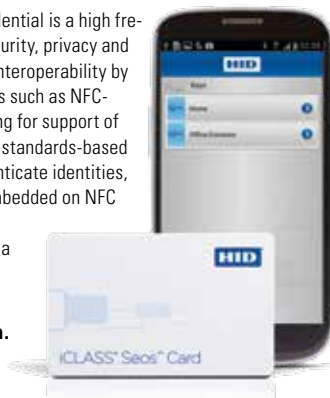
8002 Hybrid Controller from Pacom Systems

The 8002 is Pacom's "New Generation" hybrid security controller that provides intrusion, access control and third-party integration. With dual Ethernet and optional GPRS and PSTN modules, the unit is capable of signaling over multiple communications paths to a host or central station. **Request more info at www.securityinfowatch.com/10890033.**

Cards & Readers

iCLASS Seos Smart Card from HID

The HID Global iCLASS Seos credential is a high frequency solution for increased security, privacy and portability, delivering maximum interoperability by supporting emerging technologies such as NFC-enabled smartphones and allowing for support of future technologies. As a secure, standards-based technology to manage and authenticate identities, the credential can be securely embedded on NFC smartphones for physical access control, PC logon, biometrics and a wide range of additional applications. **Request more info: www.securityinfowatch.com/10759866**



AMAG Javelin Reader Line

AMAG Technology's new Javelin range of card readers are available with and without keypads and have an attractive glossy black and silver design. The Javelin S874 Smartcard versions support contactless smart cards including DESFire EV1 and MIFARE Plus, along with the latest government PIV and TWIC cards. The S870 125kHz Proximity card variants are available with and without keypads and are compatible with all HID and AMAG 125KHz proximity cards.

Request more info at www.securityinfowatch.com/10911690.



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Access Control Software & Management Systems



C•CURE 9000 v.2.20 from Software House

Software House, a unit of Tyco, has added several new features to C-Cure 9000 v.2.20, the latest version of its security and event management platform. They include: Credential deactivation, which enables users to automatically disable personnel cards that have not been used in a specified amount of time; and custom clearances that give individualized access to specific doors, elevators, or groups of both. The software also automatically activates an event associated with a specific person, and specific doors. **Request more info at www.securityinfowatch.com/10959355.**



LiNC-XS System from PCSC

PCSC has partnered with Maxxess Systems to develop LiNC-XS, a flexible enterprise class access control solution that provides flexibility and control over a facility's security infrastructure. The open architecture application is designed for Windows Server and provides the power to customize complete access control systems to specific needs without requiring advanced technical expertise. End-users can manage cardholders, analyze reports, print badges, door access, receive system alerts, mobile alerts, collect time & attendance data, and monitor video. **Request more info at www.securityinfowatch.com/10882736.**

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Request more info at www.securityinfowatch.com/10214311



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Access Control Software & Management Systems



Quantum Secure's SAFE System

SAFE Physical Identity & Access Manager browser-based software from Quantum Secure enables organizations to manage identities for card holders in physical access control systems (PACS) to create a single identity across the organization. Integrated with logical ID systems, it ensures synchronized and policy-based on/off-boarding of identities and physical access levels across security systems. All types of identities are managed, including part-time and full-time employees, contractors, contingent workers and visitors. **Request more info:** www.securityinfowatch.com/10524335

EN6080 Area Control Gateway from Inovonics

The EN6080 Area Control Gateway enables IP integration of Inovonics wireless intrusion devices through PSIA's Area Control Specification for commercial security system interoperability; thus, it allows for integration, configuration and management of thousands of wireless devices. Additionally, the unit establishes interoperability between multiple physical security systems and creates a common communications platform to build customized commercial security solutions based on specific organizational requirements. **Request more info:** www.securityinfowatch.com/10890771



Kantech EntraPass Software v6.00

Kantech, a unit of Tyco, has introduced EntraPass v6.00 security management software which includes support for the EntraPass Go mobile app and EntraPass Web, a web browser interface. The app enables real-time management of more than 20 security tasks, including managing and creating cards, locking and unlocking doors, and requesting reports. EntraPass software is scalable from a four-door small office to enterprise-level applications.



Request more info at www.securityinfowatch.com/10911695.

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■ Door Hardware & Locks

Restricted Access System from Detex

Designed to ensure healthcare facilities can control access in critical areas such as nurseries, operating suites, pharmacies, dementia-care facilities, the Restricted Access System from Detex features a range of door hardware. Components include: Advantex Panic Hardware with a 15-second delayed egress alarm; access control with immediate entry via keypad or card reader; single-person entry (anti-tailgate) that allows only one authorized entry at a time; and door-propped alarms. All components are field-proven to work together. **Request more info at www.securityinfowatch.com/10951394.**



Cabinet Lock from HES

The HES K100-621 cabinet lock with Aperio technology offers security, convenience and real-time access control. It uses local wireless communication between a battery-operated lock and included paired communication hub to connect drawers and cabinets to existing access control systems, eliminating the cost and difficulty of wiring the opening. Controlled access and audit capability can be wirelessly added to cabinets and drawers securing supplies, equipment, pharmaceuticals or sensitive records.

Request more info at www.securityinfowatch.com/10923735.



Securitron's M680 Series Magnalock

The M680 Magnalock from Securitron features curved lines, a low profile and a variety of finishes for attractive access control. Deluxe models include options for a discreet CCTV camera, motion detector request to exit device or both. Bracket mounting and an innovative template ensure a quick and accurate installation. The unit is backed by a MagnaCare Lifetime Replacement No Fault Warranty. **Request more info at www.securityinfowatch.com/10760225.**

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Request more info at www.securityinfowatch.com/10214555

Door Hardware & Locks

Kaba's PowerPlex 2000 Series

The PowerPlex 2000 Series pushbutton access control locks from Kaba use the supplier's proprietary PowerStar technology that requires no wiring or batteries (previous models required a pump of the lever to generate power). The locks' new built-in super capacitor technology stores power up to 14 weeks with no activity. The lock provides access by entering a programmed PIN code, and allows free egress. Multiple key override options are available. **Request more info at www.securityinfowatch.com/10890272.**



SWP Padlocks from Abloy Security

Abloy Security's Super Weather Proof (SWP) padlocks can withstand the most severe weather conditions and environmental extremes. The padlocks are available in two styles: mechanical locks and electromechanical locks that incorporate Assa Abloy's CLIQ programmable electronic locking technologies for the added security of electronic access control. They are available with two levels of protection – with and without a weather seal cap. **Request more info at www.securityinfowatch.com/10959398.**



ML-1100 Series from Dortronics

The ML-1100 Series Mortise Lock and Pull from Dortronics Systems Inc. is an electromagnetic mortise lock and aesthetically attractive door pull that features a holding force of 1,000 pounds. The pull handle allows concealment of the locking hardware, making it an appealing option for lobby and vestibule entrances. While the fail-safe electromagnetic locking device ensures instant release upon command or loss of power, the "direct pull" design ensures maximum holding force for enhanced security. **Request more info at www.securityinfowatch.com/10959384.**

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Door Hardware & Locks



Marks USA's Loc-Down Leverset

To answer the challenge of security and life safety in today's classroom environment, Marks USA Custom Lockset Division has developed the Loc-Down Classroom Intruder ANSI/BHMA F110 Function Leverset with Clutch Design. Incorporating all of the standard features of the supplier's Survivor Series Locksets, including clutch system, super strength retractor, long life lever support springs and a life test of more than 3 million cycles, the locks also feature a life safety classroom intruder function. **Request more info at www.securityinfowatch.com/10889196.**

Intercoms

IP Paging Solution from Barix



Barix's IP paging solution that enables end-users and integrators to set up multi-point systems within minutes. The plug-and-play solution combines fixed and mobile

paging to extend reach and capability, while removing configuration hassles typically associated with IP. The product includes all pre-configured hardware, including paging masters and receiving devices equipped with firmware. The company's two-way VoIP devices can be used at receiving points to enable intercom capability over the same network. **Request more info at www.securityinfowatch.com/10898804.**

Aiphone's IS-IPDVF-HID Intercom

Aiphone Corp.'s IS-IPDVF-HID is an IP video door station that connects directly to a local area network (LAN) with PoE using standard CAT5e wire. Each door station is assigned a unique IP address for identification on a network. The embedded HID ProxPoint Plus proximity card reader enables the unit to easily integrate with new or existing access control systems. **Request more info at www.securityinfowatch.com/10926096.**



Von Duprin Exit Devices from Ingersoll Rand

Ingersoll Rand Security Technologies has brought together a suite of Von Duprin products that provide high security exit devices and indicators for applications such as hospitals, schools, military, commercial and retail facilities. Products include the Von Duprin 98/99XP exit device and the Chexit delayed egress system for 98/99 Series exit devices. Special features of some door hardware include dogging indicator lights and classroom security option with visual status indication. Request more info at www.securityinfowatch.com/10856886.



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Channeling our Efforts

The transformation of security industry distribution has blurred the lines for many tradespeople

Over the course of many years, people learn to organize systems to suit their needs. This is extremely important for businesses that must individually find ways to distribute goods or services. The business distribution system has evolved to use intermediaries for product distribution — which are called channels.

Business distribution channels have been categorized as intensive, selective and exclusive. *Intensive* is explained as being broad-based, where goods are sold through every available outlet. Consumers are likely to find this type of product such as soft drinks or candy bars at virtually every possible retail location such as food markets, drug stores and gas stations. Wholesalers are usually an important part of this channel. Wholesalers purchase large quantities of products and then distribute smaller shipments to retailers. In turn, retailers sell to the consumer.

A *selective* channel usually has only a few outlets in every region which are allowed to carry a specific product or service. Selective channels are normally used for higher ticket items such as designer clothing or accessories. Wholesalers may be involved in a selective channel, but manufacturers may choose to sell directly to retailers.

An *exclusive* channel is one where the manufacturer has its own outlets and sells directly to the consumer. One example might be car manufacturers who only distribute products through their own dealer network.

That was Then... Manufacturers of lock and security products have generally used selective distribution for most of the preceding century. The two main outlets for obtaining access control security products were either from a locksmith wholesaler or a builders hardware wholesaler. While there was some overlap, locksmith wholesalers usually

carried basic lock hardware plus replacement parts and servicing tools. Builders hardware wholesalers usually carried more decorative hardware plus a wide variety of cabinet hardware, hinges and other hardware necessary for building projects.

The selective channel system worked for almost a century. It worked because wholesalers were wholesalers and their only customers were independent tradespeople — including locksmiths — who did the final sales, servicing and installing. Those locksmiths primarily furnished mechanical security items, and electricians furnished items such as alarms and the few electronic security items available at the time. Manufacturers made the products and depended almost solely on their wholesale network to move the merchandise.

Until recently, every manufacturer had a list price for their products. Regardless of the business channel, products were advertised either by the list price or by the price which was discounted from the list price. As big box stores have appeared, list prices have disappeared. With few exceptions, prices in big box stores have become the new list price, and consumers who could rarely purchase hardware products directly from wholesalers can now purchase hardware products from big box stores at prices very similar to wholesaler costs.

This is Now... The current channel used in the security industry can best be described as a combination of intensive and selective. At the very least, the former wholesale-selective channel has been blurred. With their huge buying power, big box stores can sell at near wholesale prices direct to the public, which puts a crimp in the price competitiveness of both locksmith wholesalers and builders hardware wholesalers and can cause a reduction in the demand for products at the wholesale level.

In a similar fashion, job descriptions are being blurred at the dealer level. Security products are changing from all mechanical products to a mix of mechanical and electronic. Demand for electronic security products is shifting from commercial-only to also include residential security items. As a result, alarm and home automation installers find it easy to include electronic lock installations as part of their total package. In essence, we are right back to the drawing board which was started 100 years ago.

New electronic goods and services offer a bright future for the security industry. As the huge current demand for electronic lock systems subsides, the security industry will settle down to business as usual. I think the result will be a return to the selective channel we once enjoyed. How this will be accomplished and what the job description of independent tradespeople will be in the future is still to be decided. ■

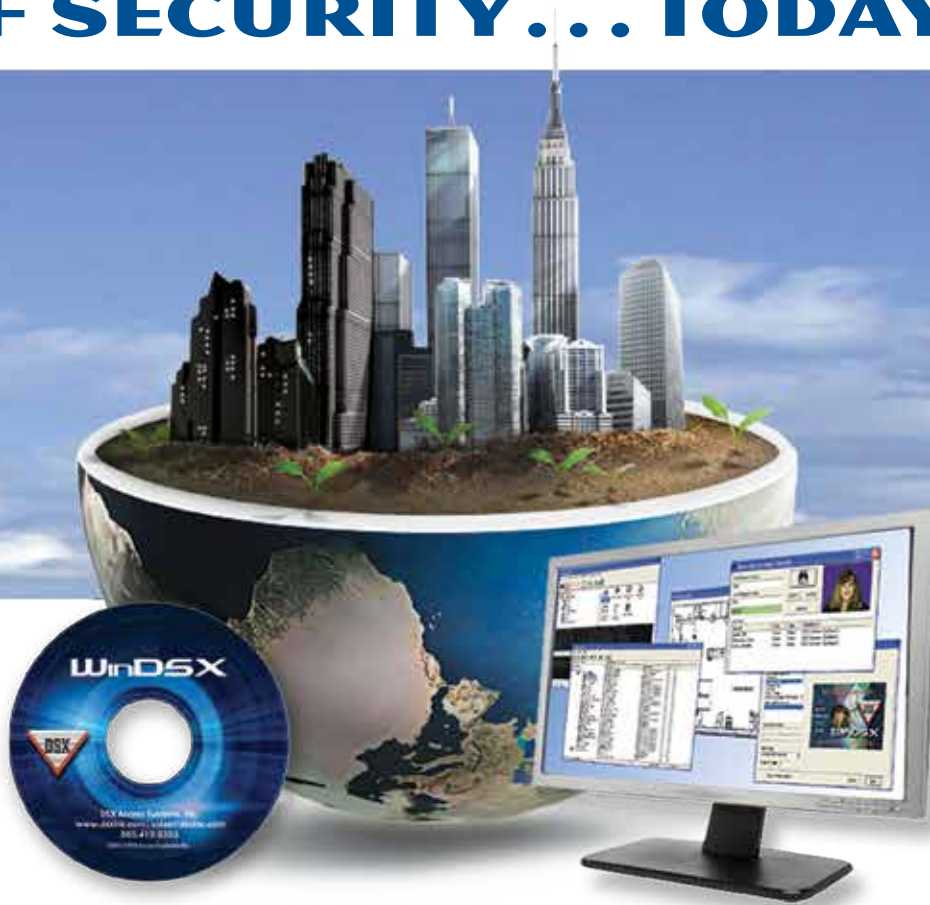
Gale Johnson is editor of Locksmith Ledger magazine. Check it out at www.locksmithledger.com.



“With their huge buying power, big box stores can sell at near wholesale prices direct to the public

— this puts a crimp in the price competitiveness of both locksmith and builders hardware wholesalers, and can cause a reduction in the demand for products at the wholesale level.”

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