

ISONAS HELPS NIGHTHAWK GROUP OFFER ITW SHAKEPROOF A SIMPLE PATH TO ACCESS CONTROL AS A SERVICE

Nighthawk Group, LLC (NHG) is a Northwest Chicago-based IP integration company that serves small and mid-size business segments, non-profits, manufacturing facilities, and K-8 educational facilities, both locally and nationwide. With the mission of becoming trusted business advisors to their clients, NHG offers a variety of products and services that provide customers with flexibility and future-proof technology. As an early adopter of ISONAS's Pure IP hardware solution, NHG President Kevin Smith knew that as the physical security market began the shift toward cloud-based products, he should begin to explore options for offering access control as a Service (ACaaS) to customers. With their Pure Access RMR license, NHG has been able to create a profitable business model and help their SMB customers protect their assets without the large capital expense that usually comes with access control systems. In addition, NHG has been able to create a smoother revenue stream, avoid the ebb and flow of seasonal projects, and foster long-term relationships with customers.



One of NHG's notable Pure Access cloud installations is Illinois Tool Works (ITW) Shakeproof, a company that specializes in the design and manufacturing of innovative fasteners for automotive, transportation, and heavy equipment OEM's and their top-tier suppliers. Founded in 1912, ITW is now a Fortune 200 company comprised of 840 decentralized business units in 52 countries, employing approximately 60,000 people worldwide. The mission of ITW Shakeproof Group is to design and manufacture quality products that are delivered on-time and at a fair value to the customer. With their high standard for quality, ITW wanted to match this mission in the way they protect and secure their facilities, employees, and products by putting the right access control system in place.

CHALLENGES

ITW Shakeproof's locations in Elgin, Illinois, consist of their main office, co-located with a manufacturing and distribution center, and two satellite manufacturing facilities. In addition to a planned overall improvement

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to security in their facilities, ITW was installing a secure gated area for storage of specific customer products, an area that would be part of an upcoming customer audit. They needed access control on the gated area to provide an audit trail of who entered the area. Time was of the essence. Reader controllers needed to be installed on the secured area before the audit. The initial scope of the project was to expand from 5 doors to 13 doors across all three locations. With a short two-week deadline until the audit, there was an urgency to move quickly in making a decision and getting the gated area secured.

PROVIDING THE RIGHT ACCESS CONTROL SOLUTION; KEEPS ITW IN COMPLIANCE

Based on their long-term relationship with ITW and familiarity of the ITW facilities, NHG was able to respond quickly with a proposal that met ITW's immediate needs and their timeline and provide a fixed cost for additional doors, should the scope of the project change. With NHG's Pure Access Integrator license, the ISONAS platform was the right access control solution to recommend for ITW. NHG recommended ISONAS's Pure IP™ RC-04 Reader Controllers, and because of the simple nature of a Pure IP™ installation, they were able to provide a fixed, per-door cost, including cabling and labor. Initial scope included standard interior and exterior doors, interior gated cages, and one location with two outlying buildings that also required installation of point-to-point WiFi network connections. Since the initial installation, additional doors and gated areas have been added or are in the planning stage, including a motorized gate for truck entry to their shipping and receiving docks, for a total of 22 access points across the three facilities.



The ISONAS RC-04 reader controllers were installed on the secure gated cage within a day of the project being approved, beating the audit deadline. The additional reader controllers were installed on the remaining doors as the locksmith completed installation of lock mechanisms and repair of problematic doors. With all the pieces in place, NHG was able to work together with ISONAS to provide a state-of-the-art access control solution in no time, creating a win-win situation for all.

ITW ultimately chose the ISONAS solution based on the IP technology of the RC-04, the Pure Access cloud-based software, the ability to use mobile credentials, and the ability of NHG to deliver an installation that met their timeline. With this solution, the total cost to install a new access control system with ISONAS, inclusive of 13 ISONAS reader controllers and full installation, was less than the cost of adding eight devices to the existing access control system. This complete solution gave ITW a future-proof technology, and by moving to the cloud, they have eliminated any on-premise equipment and can access their system from anywhere, on any device, at any time. According to ITW project manager Omar Guzman, "The competitive cost of the initial scope, the fixed cost for future additions, and the ability of NHG to meet our timeline were important factors in our decision."

With the simple, modern user interface of Pure Access, training was simple and fast. The ITW staff reviewed the basic programming instructions and was able to jump on board and transition to the new access control system seamlessly. "ITW Chose the ISONAS Pure IP™ access control solution because of the IP technology, the cost savings of replacing premise equipment with a cloud platform, and ease of use," said Division IT Manager Wilson Hernandez.

ITW Shakeproof understands the importance of innovation and quality and applied this philosophy when selecting their access control system. Both ISONAS and NHG teamed up to successfully deliver Pure IP Access control that met ITW's stringent standards and tight deadlines. With the ISONAS cloud-based access control solution in place, ITW has realized a significant cost savings, increased ease of use and a future-proof technology that will allow them to protect their facility for years to come. Moving forward, the company can easily expand the ISONAS access control system one door at a time and experience the benefit of a flexible and scalable solution in the cloud.