

Top 5 benefits of electronic credentials

Electronic access control is quickly becoming a standard option in any commercial building, so it's essential to understand all the possible benefits of electronic credentials. It's also important to have a plan around how to communicate these benefits to your customers so you can work together to customize a solution that works best for them.

As you work with your customers to develop a security plan, keep in mind these five benefits of incorporating electronic credentials.

1. Convenience

Electronic credentials make life simpler by reducing the number of items that end users have to keep track of. They can use the same credential to enter the perimeter of the building that they use to enter the rooms within, rather than carrying a key for each.

Facility managers need access to every opening within the building, so minimizing the number of credentials is more convenient and less hassle.

2. Time and cost savings

Another major benefit to electronic credentials: facility managers have no need to spend time cutting new keys or rekeying locks when keys have been lost or stolen. A lost or unreturned electronic credential can simply be deactivated, and new credentials created in seconds.

Some solutions allow facility managers to manage access to units remotely, without having to visit each door, saving a lot of time on daily access control management—especially at large properties.

3. The flexibility of open systems

Open electronic access control systems are more flexible, allowing for greater opportunities to integrate into other systems to offer a tailored security solution.

“Proprietary, or closed, systems make it more challenging to develop one-off solutions,” says Robert Gaulden, project based business leader for electronic access control at Allegion. “Open architecture means they don't have to look far.”

Open credentials will also work with most readers that are already in place, which makes it easier to upgrade to more secure credential technologies down the road without losing any compatibility with existing locks. In addition to migrating to more secure credentials, facility managers have the flexibility to grow EAC as security needs evolve, tailoring the solutions to fit needs of each opening. When that time comes, choosing a multi-tech reader ensures the flexibility to work with multiple types of credentials. Plus, open smart card platforms allow credentials to be programmed by the supplier of the customer's choice, which can be a valuable draw for your customers.

4. Heightened security

As credentials are used to access an opening, information is collected and stored to produce future audit reports. As more doors are connected and require credentials, more data can be tracked. Those who want to take security to the next level can implement a fully integrated solution, connecting access control with components like security cameras. For example, when the lock is activated, the camera is triggered to record the opening for additional identity verification.

Today, smart technology is the more secure option, with its advanced data encryption that makes duplication nearly impossible. This is because a smart credential must talk back to the reader, while a proximity credential need only receive the reader's signal. That two-way communication makes for a more secure option.

5. Competitive Advantage

While there are many benefits to convey to the end user, credentials can simplify the integrator business. As you explain the benefits of credentials, introduce how wireless makes upgrading traditionally mechanical openings to include EAC easy. They cannot have one without the other.

The ability to offer all of the benefits mentioned above means major competitive benefits for your business. One credential for all access areas and for multiple user needs also offers differentiation to your customers' properties, making them more attractive to prospective occupants. Electronic access control also lets you offer your customers the opportunity to start small if they wish, so they know they can rely on you whether they want a complete security solution overhaul or incremental changes.

Understanding these benefits will allow you to communicate as a trusted resource to find the best option for your customers today, as well as opportunities for them to expand their security solutions in the future—which is key to growing your business.

To learn more about electronic credentials offered by Allegion, visit us.allegion.com.



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