



TOP 10 ATTRIBUTES ACCESS CONTROL SYSTEM MANUFACTURERS SHOULD LOOK FOR IN AN IDENTIFICATION PARTNER



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As an access control systems manufacturer, you have a lot to consider when evaluating RFID providers. Beyond offering quality readers and credentials at competitive prices—which is a given—do they have the breadth of product, innovative solutions, timely service, and personal support that can help you build your business? Those are the marks of a true partner. Following is a list of the top 10 attributes you should look for in an identification partner.



1

Multiple Reader Formats: With support for 125-kHz proximity technologies—including the most popular card and reader protocols—to today's 13.56-MHz smart cards that include MIFARE[®] and DESFire[®] EV1, the right partner allows you to provide your integrators with readers for nearly every access control application.



Private-labeled readers and credentials can help build brand awareness and contribute to re-orders

2

Custom-Branded Credentials: Help your integrators promote their businesses, while ensuring that you get credential re-orders, by partnering with an RFID provider that offers custom-branded credentials. Just be sure to stay clear of providers that require excessive minimum orders and set-up fees—punitive charges that can quickly add up.

3

Heightened Security Options: Look for a partner that takes security as seriously as do your customers. Unique, high-security codes can be programmed into cards and readers, which can help eliminate duplicates, and ensure that readers will only read cards with that code. Consider a partner that can provide this benefit to your installing dealers, through you, the systems manufacturer.

4

Short Lead Times: Keep your customers happy with a partner that strives to ship within 3 days, or less, from receipt of the order. This value-added benefit means no more long waits for readers or custom-programmed credentials.

5

Channel Integrity: There are few things more frustrating than quoting a complete access control system only to lose the component business to a distributor or a component manufacturer itself. Be sure to look for a RFID partner that's a true partner—one whose readers and credentials are only available to integrators through you, and not competing channels.

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6 ID Tracking: Let's face it...tracking ID numbers is cumbersome and time consuming, and your integrators hate doing it. Look for a partner that can do this for them—at no charge. That's one more value-added service that will make you look good in the eyes of your customers.

7 Wireless, Long-Range Solutions: For long-range applications—such as parking facilities, gated communities, or marinas—consider a partner that can provide 200 feet or more of read range with a wireless credential. Providing your integrators with innovative solutions such as this gives them one more reason to turn to you for all their access control needs.



Rugged readers provide protection in extreme conditions that could damage conventional readers

8 Rugged, Vandal-Resistant Readers: You can really stand out from competitors when you can design a system for harsh conditions that could damage conventional readers—such as public housing, correctional facilities, or inner-city environments. Look for a partner that provides impact-resistant readers and bullet-resistant readers, which are ideal for these situations.

9 Unparalleled Customer Support: Whether you're on the West Coast, East Coast, or International, look for a partner that will give you direct contact with your RSM, who can help determine which reader to spec, assist with identifying an unknown card format, order branded credentials, or any other RFID question that you—or your integrator—may have.

10 ISC West Appreciation Event: Work can be hard work. An RFID provider that shows its appreciation by inviting you to a free, two-hour hospitality event each year at ISC West is a partner you'll appreciate working with.



ISC West customer appreciation event



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