

# THE **READER**

News for the Access Control Professional

FEBRUARY 2016



## INTERSEC 2016 IN REVIEW



**A Post-Show Brief by Stephen "Shep" Sheppard**  
Key Accounts Sales Manager, Farpointe Data, Inc.

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Intersec, held annually in Dubai's Trade Centre Arena and Dubai International Convention and Exhibition Centre, is widely considered the leading international exhibition for the security and safety industries in the Middle East and Africa. For electronic access control professionals, this is the ISC West of the Middle East.

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## Access Control Products with a ‘Wow’ Factor

Getting end users excited about access control features requires a blend of education, creativity, and knowledge of products and trends.

As seen on [SDMmag.com](http://SDMmag.com)

Do access control systems have an image problem? In talking with many in the industry, it would appear that might be the case. When it comes to video surveillance, integrators and manufacturers like to talk about the “CSI effect” — that is, the cool things users see on TV about what video can do, even if it isn’t true. Most integrators report having no trouble getting users excited by what they can easily see. Access control, however, is a different story.

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### Attending ISC West?

Stop by the **Farpointe Booth #8056** and learn why Farpointe is trusted by OEMs, valued by integrators and admired by end-users. ISC runs April 6 - 8 at the Sands Expo in Las Vegas, Nevada.

We will also be hosting our 5th Annual Friends of Farpointe event during the show, Thursday, April 7, from 3:00 - 5:00 PM. This is a must-attend event for access control professionals, where you can network, discuss industry trends, learn what's new at Farpointe, and more!



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Delta 6.4 Contactless Smartcard Reader/Keypad and Delta DC1-1 Contactless Smartcard

### Spotlight: Defend Against Credential Tampering with Delta’s Valid ID™ Feature

While the Wiegand protocol can be susceptible to security attacks, there are measures that users, integrators and manufacturers can take to deter such attacks. One solution is the use of Farpointe’s Delta line of contactless smartcard readers and credentials, which employs an anti-tampering technology known as Valid ID.

Discrepancies in encrypted data can occur during credential cloning, but Farpointe’s Valid ID technology can detect this fraudulent data and alert the access control system. All Delta readers and credentials are equipped with Valid ID, taking smartcard security a step further.

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[www.farpointedata.com](http://www.farpointedata.com)

#### Farpointe Data, Inc.

1376 Borregas Avenue  
Sunnyvale, CA 94089-1004 USA  
Office: +1-408-731-8700  
Fax: +1-408-731-8705  
[support@farpointedata.com](mailto:support@farpointedata.com)