**featured
customers**

# Building Access Control Category

# Building Access Control Category

Building access control software is a digital card access control platform that can be used to manage entry into a building's exterior doors as well as areas in the interior. The system provides convenient and quick access to authorized persons while keeping out unauthorized people.

To gain access to a building, users can use an electronic access card which is uniquely encoded. This access card is the size of a regular credit card and you can easily carry it in your purse or wallet.

featured customers

# Customer Success Report Ranking Methodology

The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings.

The overall Customer Success ranking is a weighted average based on 3 parts:

## CONTENT SCORE

- Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
- Customer reference rating score
- Year-over-year change in amount of customer references on FeaturedCustomers platform
- Total # of profile views on FeaturedCustomers platform
- Total # of customer reference views on FeaturedCustomers platform

## MARKET PRESENCE SCORE

- Social media followers including LinkedIn, Twitter, & Facebook
- Vendor momentum based on web traffic and search trends
- Organic SEO key term rankings
- Company presence including # of press mentions

## COMPANY SCORE

- Total # of employees (based on social media and public resources)
- Year-over-year change in # of employees over past 12 months
- Glassdoor ranking
- Venture capital raised

## Award Levels

### MARKET LEADER

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.

### TOP PERFORMER

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.

### RISING STAR

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

# 2020 Customer Success Awards

Check out this list of the highest rated Building Access Control software based on the FeaturedCustomers Customer Success Report.

## MARKET LEADERS

brivo

dormakaba

HID Powering Trusted Identities

KASTLE SYSTEMS

kisi

LATCH

VERKADA

## TOP PERFORMERS

avigilon a Motorola Solutions Company

GALAXY CONTROL SYSTEMS

openpath

S2 SECURITY

SALTO KS

VICON

## RISING STARS

ButterflyMX

controlsoft

genea

VANDERBILT

POWERED BY vizpin

* Companies listed in alphabetical order

# 2020



## FALL 2020

## Building Access Control Category

# MARKET LEADERS

# MARKET LEADER

**ABOUT BRIVO**

**brivo**

Brivo is the global leader in cloud-based access control and security platforms for commercial and multifamily properties. Their mission is to provide Simply Better Security solutions that improve user experiences for property managers, tenants, employees, and visitors. With over 20 million users and 1,500 authorized dealers, their SaaS platform has been unifying the security experience across access control, mobile credentials, video surveillance, identity federation, visitor management, intercoms, and elevator control since 2001. Hundreds of software partners and end users use their APIs and SDKs to extend their solutions to unique vertical market offerings.

**47**

**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

❝*Being able to remotely solve issues allowed us to scale and grow while keeping our customers happy.*❞

MANAGING PARTNER
LOC-DOC, INC

❝*I wanted one number to call when I need help. The data is not on site, it's safer with Brivo, and I've got the flexibility and ease of use I need to manage the system or delegate it to someone else. I have experience with three or four different systems. Brivo is the easiest interface I've seen.*❞

JAMES ELLIOTT
WEST COAST DIRECTOR, CONDOMINIUM OPERATIONS, RADCO

❝*We saved money on deployment costs and the wireless option was a bonus. It's great, it's everything we were looking for in a system. No glitches, no headaches, pretty seamless. The web-based interface is extremely easy to operate.*❞

PHIL CARABILLO
DIRECTOR OF REAL ESTATE, CUMULUS MEDIA

❝*One of the best benefits has been the ability to know who's coming and going and at what times, from just about anywhere. The Brivo system has been working very well and has an extremely easy-to-use interface.*❞

BRIAN BARRETT
OPERATIONS MANAGER, BETHEL UNITED CHURCH OF CHRIST

## TRUSTED BY

LOC-DOC SECURITY     Chancellors Way Medical Arts Centre     Lifestyle COMMUNITIES     AppleTree     DocuSign

**ABOUT HID GLOBAL**

**HID** Powering
**Trusted Identities**

HID Global is the trusted source for innovative products, services, solutions, and know-how related to the creation, management, and use of secure identities for millions of end-users around the world. The company's served markets include physical and logical access control, including strong authentication and credential management; card printing and personalization; visitor management systems; highly secure government and citizen ID; and identification RFID technologies used in animal ID and industry and logistics applications.

# 389
## Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

" *With the new lock and mobile access model, I didn't have to worry that keys to my office might be lost or distributed to unauthorized people, and I could more easily keep track of who was coming and going.* "

MICHAEL W. MAHAN
SVP SPECIAL MARKETS, GOOD TECHNOLOGY

" *Thanks to HID Global, we have been able to offer the very latest mobile access control technology to our employees and visitors. It has resulted in our employees and customers having an enriched customer experience that they are finding very convenient and innovative.* "

KEVIN GLASS
CHIEF INNOVATION OFFICER, CAFEX COMMUNICATIONS

" *HID Global's products have been used for setting up the entire access control system. Our clients are satisfied with HID Global's products in terms of its brand awareness, system stability and product functionality.* "

WANG WEI
PROJECT MANAGER, BEIJING SPORT UNIVERSITY

## TRUSTED BY

ORACLE    FEMA    NETFLIX    Merrill Lynch    citrix
Bank of America Corporation

**ABOUT KASTLE SYSTEMS**

**KASTLE** SYSTEMS

Kastle Systems has been leading the security industry for more than 45 years with new technologies and advanced security solutions. Named the 2015 Systems Integrator of the Year for outstanding innovation and customer experience by SDM, the industry's leading trade publication, Kastle operates and manages security systems for over 10,000 locations around-the-clock. Kastle's innovative outsourced security services including video, access and visitor management, significantly reduce costs and improve the critically important, 24/7 performance of security systems for building owners, developers and tenants.

## 38
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ With a national footprint and a proven track record providing unrivaled access control across millions of square feet of real estate worldwide, Kastle is the perfect partner for us, and we couldn't be more thrilled about what the future holds together. ❞

> PRASAN KALE
> CHIEF EXECUTIVE OFFICER, RISE BUILDINGS

❝ Kastle's cloud-based access control platform is the ideal solution because it scales as we grow and provides an easy way for our staff to manage access across multiple locations. ❞

> REID FETTERS
> CHIEF REAL ESTATE DEVELOPMENT OFFICER, MAKEOFFICES

❝ Kastle Systems services were the perfect solution for loss prevention and deterring trespassers. Their offerings were also instrumental in monitoring the progress of the job and ensuring onsite safety. ❞

> DAN VAN VUSKIRK
> PROJECT MANAGER, WELLCRAFT CONSTRUCTION COMPANY

❝ I was impressed by the thoroughness with which Kastle analyzed and designed our solution. They spent a lot of time with us to understand our goals and develop solutions to address them. ❞

> CHRIS MCCALL
> SENIOR PROPERTY MANAGER, FIFTH STREET MANAGEMENT

### TRUSTED BY

SHOOSHAN COMPANY

DISTRICT WHARF

IFMA International Facility Management Association Empowering Facility Professionals Worldwide

livingsocial

Grant Thornton

**MARKET LEADER**

## ABOUT KISI



Kisi develops cloud technology to build secure access control systems that use a combination of sensors and mobile devices to grant facility access to authorized personnel. Designed for commercial and enterprise applications, the Kisi system provides an added layer of intelligence and enhanced experience at all access points of the facility. The system software streamlines access management for operations teams while generating sophisticated data visualizations and personnel tracking for advanced IT departments. For the end user, Kisi works in the background to detect their presence and timely unlock doors for them as they approach. Based in Brooklyn, New York, the company engineering campus is located in Stockholm, Sweden.

## 50

### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

66 *The greatest thing, as an owner, is being able to remotely open the door. It takes all of the stress away.* 99

SARAH RUIZ
OWNER, SWEET TEA YOGA

66 *If a new member wants to set up his office on a weekend then we simply set him up with Kisi to get access immediately.* 99

MOZY SHAMAH
DIRECTOR OF OPERATIONS, THE YARD

66 *User experience is paramount for us. We need to have our staff and workers access and travel around locations without issues. Also we like to partner with companies who are on a sustainable growth path and will be around in the future, and Kisi seems to be one of those companies.* 99

DAVID FERRARO
CHIEF EXECUTIVE OFFICER, CARRIS REELS

66 *I enjoy the ability to build our solutions with Kisi's open API. This fits perfectly with our highly automated end-to-end process.* 99

LUCAS SEYHUN
FOUNDER, THE FARM SOHO

## TRUSTED BY

**ABOUT LATCH**

# LATCH

Latch is the first smart access system. With Latch, you can open and manage every door in an apartment building—all from your smartphone. A fully integrated system of both hardware and software, Latch is expanding smart access through thoughtful and intuitive design made for modern living.

## 19
**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *Sometimes, people are moving in from out-of-state or from other countries, and they can't get here until after our office is closed. We can just set up their Latch access, and they can move in whenever they arrive. It's all on their own schedule.* ❞

JACOB RUNGE
PROPERTY MANAGER, IRONWOOD APARTMENTS

❝ *While we were initially interested in the Latch system to provide our residents with a better access experience and the ability to share access, we also realized that the same could be applied for prospective renters. We're giving the potential tenant the opportunity to walk the property and view specific units on their own time and in a way they feel comfortable.* ❞

MARCEL WISZNIA
PRESIDENT, WISZNIA | ARCHITECTURE & DEVELOPMENT

❝ *Latch provides a level of security at our property that we would not have had with traditional keys, fobs and remote controls.* ❞

DOUGLAS LIBBY
DIRECTOR OF OPERATIONS, EMPIRE PROPERTY GROUP

❝ *Latch has eliminated the need for the concierge to be present for deliveries. Delivery services can simply use Latch to ensure safe and secure package delivery on any day of the week, including Sundays.* ❞

SALLIE HENDRICKS
PROPERTY MANAGER, MID–TOWN PARK

## TRUSTED BY

ONE BLUE SLIP
GREENPOINT LANDING

wisznia

VINZ
ON FAIRFAX
A BROADSTONE COMMUNITY

EMPIRE
PROPERTY GROUP

TRIMARK
PROPERTIES

## MARKET LEADER

### ABOUT VERKADA

**VERKADA**

Verkada's IoT platform combines plug-and-play security cameras with intelligent, cloud-based software - all in a scalable, user-friendly system. Hundreds of organizations use Verkada to protect people and assets, secure facilities, and gain new insights that improve the efficiency of their operations. Verkada's vision is for an autonomous, distributed system capable of understanding the physical world in real time.

## 106
**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *Maintenance costs also used to be sporadic, but Verkada eliminates the hidden expenses in managing a security system like upgrading NVRs or replacing cameras. The Verkada cameras run on Power over Ethernet, so as far as infrastructure costs we save on the electric portion by just having one cable.* ❞

MATTHEW CAMARA
ASSISTANT DIRECTOR OF TECHNICAL SERVICES, PASADENA CITY COLLEGE

❝ *We no longer need to monitor the camera system anymore. Verkada sends me a text or email when something important happens. That's it.* ❞

BRAD BREAUX
CHIEF INFORMATION OFFICER, SOUTH LOUISIANA COMMUNITY COLLEGE

❝ *Once we got Verkada, video management got so much simpler and we've saved hours of time because of how easy it is. [From Command], we select the video clip, archive it, and share it with whoever. It's so much faster and more convenient because we can do this from anywhere on any device.* ❞

JEFF BISHOP
NETWORK ANALYST, CERROWIRE

❝ *Footage across all locations is now centralized in one platform, making it effortless for us to get the information we need quickly. We've also set up an interactive viewing station so it's easy for us to monitor who's coming in and out of our facilities.* ❞

STEPHEN DAVIS
NETWORK TECHNICIAN, HALIFAX HEALTH

## TRUSTED BY

HALIFAX HEALTH    Vancouver Mall CENTENNIAL COLLECTION    ECRMC El Centro Regional Medical Center An Agency Of The City Of El Centro    EQUINOX    PASADENA City College

**ABOUT DORMAKABA**

**dormakaba**

dormakaba is one of the top three companies for access control and security solutions in the global market. They provide everything you need for secure access to buildings and rooms, with over 150 years' experience and millions of products installed worldwide. They offer a comprehensive portfolio of products, solutions, and services for everything related to doors and secure access for hotels, healthcare, education, shops, lodging, entertainment facilities, sports centers, airports, at home or in the office.

## 147
**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *Oracode is really easy to use—I can make a code in a couple of seconds, which is a lot easier than making a keycard. If a guest has an issue, then we can make them a new code or if they forgot their code we can look it up. Once I create the six-digit code in the Oracode web application, I copy it into our Oscar® reservation system; then Oscar creates arrival instructions.* ❞

    AMY CRAWFORD
    GUEST SERVICES MANAGER, THE GUEST HOUSE AT PNNL

❝ *The dormakaba mobile access solution is integrated with the fully cloud based hetras PMS. This provides Village Hotels' guests the freedom to move at their own pace. Security is a priority for us. We selected dormakaba because of its global reputation for security and its relationship with hetras.* ❞

    ROB PATERSON
    COMMERCIAL DIRECTOR, VILLAGE HOTELS

❝ *We have been a user of dormakaba systems for nearly thirty years and our infrastructure needs are very much dependent upon a reliable and adaptable system. We are pleased to say that dormkaba has been the backbone of our network and has proved over the years to be very secure and reliable and is a system we would like to take with us over the next thirty years.* ❞

    ROB HELM
    NEXUS

❝ *The majority of our access systems onsite are dormakaba, they run a great service, always have the parts required and their engineers have outstanding technical knowledge. We are very satisfied with the service they provide.* ❞

    MICK GARNER
    ESTATES AND FACILITIES MANAGER, UNIVERSITY OF SOUTHAMPTON

## TRUSTED BY

DUBAIRPORTS     MARRIOTT     BOSTON CHILDREN'S MUSEUM     Alton Towers     AC HOTELS MARRIOTT

2020

#1

FALL 2020

Building Access
Control Category

TOP PERFORMERS

**ABOUT AVIGILON**

**avigilon™**
a Motorola Solutions Company

Avigilon, a Motorola Solutions company, designs, develops and manufactures solutions in video analytics, cloud, security cameras, video management software and hardware, and access control. Avigilon is an industry leader and, together with Motorola Solutions, provides integrated solutions for video security, access control and critical communications.

**213**

**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

" *Avigilon's seamless integration with access control and intrusion detection systems has significantly lowered the time needed to assess events and take appropriate action. Prior to system integration, event analysis was delayed by as much as 15 to 20 minutes while the monitoring officers tracked down the needed information from various systems. Now the Avigilon camera associated with the security event comes to the screen automatically, allowing assessment and determinative action within thirty seconds to a minute.* "

ROY SEXTON
SECURITY DIRECTOR, ALABAMA POWER

" *When you press a button and the doors are supposed to lock, you want that to work. With Access Control Manager, everything works as advertised and it does what it's supposed to do.* "

STEVE TRAVIS
IT SUPPORT PROFESSIONAL LEAD, GEORGIA TECH POLICE DEPARTMENT

" *The Avigilon solution allows us to centrally manage building access and video surveillance from any location while giving administrators at each building visibility into school activity without having to invest in steep licensing fees.* "

CURT LAVEN
TECHNOLOGY SPECIALIST, LIBERTY PUBLIC SCHOOLS

" *Avigilon has given us enhanced functionality, ease of video retrieval, and vastly improved video quality, making it an extremely worthwhile investment.* "

SCOTT FREEMAN
SECURITY COORDINATOR, GNF

## TRUSTED BY

THE UNIVERSITY OF SYDNEY

GCSD
GEORGETOWN COUNTY
SCHOOL DISTRICT

CITY OF VANCOUVER

CANBERRA STADIUM

THE UNIVERSITY OF TENNESSEE
KNOXVILLE

**featured customers**

## TOP PERFORMER

### ABOUT GALAXY CONTROL SYSTEMS



Galaxy Control Systems, a privately held company headquartered in Walkersville, MD, is a leader in the integrated access control industry. They are certified and professionally trained in the International Dealer Network. Their hardware and software solutions, all manufactured in the USA and designed in-house, provide access control, video surveillance, alarms, photo-imaging, badging, elevator control, building management and time and attendance for small applications, fully integrated security management systems and enterprise-class control systems. All Galaxy Control Systems products are scalable and backwards compatible, designed and engineered to deliver lower Total Cost of Ownership and a higher Return on Investment than competitive products. With unsurpassed technical support available live 365 x 24/7, Galaxy supports their reseller ...

## 10
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ If there is an investigation and we want to find out who came into a residence hall or academic building during a certain period, I can look and see the names of people that used their access card to enter each particular building, along with the time of day they entered. ❞

JACK PIEPENBRING
DIRECTOR OF SAFETY AND SECURITY, MARYVILLE COLLEGE

❝ The project was fast tracked as we wanted to get portions of the facility open and ready to accept patients. I can't say enough about the Contractors and ASAP as they all went above and beyond to meet our schedules. I am very impressed with the Galaxy system and the installation and service provided by ASAP. They are always available to assist if we have a problem. ❞

MIKE CASDORPH
PRESIDENT AND CHIEF EXECUTIVE OFFICER, HIGHLAND CLARKSBURG HOSPITAL

❝ The structure, the equipment and the ability to keep it running without a whole lot of hands-on work were the other reasons we chose Galaxy's products. ❞

DENNIS CARNEY
LEAD INTEGRATOR FOR ASAP, HIGHLAND CLARKSBURG HOSPITAL

❝ Using a software-based solution for access control badging has made my job easier. It's just so simple to go in and add someone or to de-activate a badge. ❞

NANCY BALLARD
PHYSICAL SECURITY ADMINISTRATOR, ORNL FEDERAL CREDIT UNION

### TRUSTED BY

**TOP PERFORMER**

## ABOUT OPENPATH

**openpath**

On a mission to improve workplace safety & security, Openpath creates touchless access control solutions for any building. The company's flagship product, Openpath Access, combines sleek hardware with a mobile app, enabling employees to enter the office using their smartphones and making office management easier than ever. Openpath's hands-free touchless technology means users can keep the phone in their pocket, walk up to a door and simply wave their hand to unlock any door. With encryption at every level and powerful, user-level permissions, Openpath Access is both more secure and more dynamic than traditional systems.

## 44

### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

66 *Openpath is an easy system to administer that our residents love. With temporary guest access, our tenants love the convenience and security that comes with the guest pass feature.* 99

STEFANY BENSON
COMMUNITY MANAGER, ROSEWOOD

66 *Openpath is one of the few solutions that I've ever rolled out where people have actually told me how much they love it.* 99

SCOTT HAYNES
FACILITIES DIRECTOR, LEAF GROUP

66 *You have a package that is super easy to roll out, super scalable, great support, and affordable.* 99

KYLE WALSH
GLOBAL SECURITY OPERATIONS CONTROL MANAGER, BIRD RIDES

66 *Previously it was hard to get visitors in and out, even our own staff, due to our high-security, multi-tenant building. With Openpath, we're able to route visitors to individual floor managers. As a result, we're more aware of how populated the office is.* 99

SAM DUNN
CHIEF EXECUTIVE OFFICER, ROBIN

## TRUSTED BY

**ABOUT S2 SECURITY**



S2 Security is the leading developer of complete enterprise physical security solutions, including access control, video surveillance, event monitoring, digital signage, live Internet sourced real-time data and information feeds, mobile applications and cloud-based services. S2 Security revolutionized access control with the introduction of web-based S2 NetBox in 2003, and continues to transform user experiences with breakthrough technology and open solutions. S2 Security's highly scalable, distributed architecture fits organizations of any size and grows with their needs. Easy to install and use, S2 Security solutions are supported by a responsive team with field experience, dedicated to providing exceptional service. S2 Security serves Fortune 500 corporations, education, healthcare, manufacturing and government customers worldwide.

## 53
**Total Customer References**

VIEW ALL REFERENCES

## Featured Testimonials

66 *The S2 system allows us to utilize a 3-factor authentication system for our storage vaults, including a bio reader, prox reader and PIN.* 99

TIM SUTTON
CORPORATE DIRECTOR OF SAFETY AND SECURITY, REVOLUTION CANNABIS

66 *The S2 solution has transformed a two-dimensional access control system into an actionable system that tells our team what to investigate.* 99

THOMAS OSTBY
MANAGER OF SECURITY, UTAH TRANSIT AUTHORITY

66 *We pitched a LenelS2 NetBox access control system because we knew it would be less expensive to implement and maintain as well as offer a great user experience.* 99
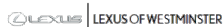
SEAN LAWLER
SECURITY FIELD ENGINEER, EDISON PROPERTIES

66 *What impressed us about the S2 NetBox was the fact that it was Web enabled and browser delivered. To us, this meant we could access the system from any PC running a browser and from any where and were not restricted to using expensive dedicated PCs running proprietary applications. We could see that this would drastically reduce the overall cost of ownership of the system over its lifespan.* 99

MAREK MAITLAND-WALKER
HOT BRANDS INTERNATIONAL

**TRUSTED BY**

**TOP PERFORMER**

**ABOUT SALTO KS**

SALTO \ KS

SALTO KS provides flexible, cloud-based, wireless access control that is easy and simple to use for businesses including Coworking Spaces, Coliving Buildings, Purpose Built Student Accommodation, Retail, Multi-Tenant Housing, Gyms and many more. With KS solutions, you can leverage your brand and use their technology to pass along the convenience of wireless access control and smart locks to your customers. Experience the benefits of access control expertise, proven technologies, global support and installation network, and a solution available for virtually any type of door in the world without becoming a manufacturer or making extensive investments.

## 35
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

**"** *For us, the real benefit of the SALTO KS system is that access is so easy to manage and change. Door access is such an important part of our service and we've been able to de-risk our processes and make ourselves more competitive.* **"**

OWNER
ULTIMO TERRACES

**"** *Having a cloud-based access control system allows us to check activity in real-time. Getting an instant live picture of all activity is hugely helpful for an access control system.* **"**

BECKY BLAKEWAY
GENERAL MANAGER, THE STUDENT HOUSING COMPANY

**"** *It saves us a lot of time because granting and revoking access rights is very easy. I can even say it's fun to do these things along the way.* **"**

THOMAS HAACK
OWNER, ZOE-BARS

**"** *The feedback we got regarding the integration with SALTO KS was more than positive. Our customers are no longer worried if the right people have the right access to their space. Through this integration, we save not only time for our customers but we also make maintaining security to their space much less error-prone.* **"**

BALSTER VAN DUIJN
WHEELHOUSE

## TRUSTED BY

MINDSPACE          CAFFE MUNDI          THE STUDENT HOUSING COMPANY          ZOË SOFABAR          IWG International Workplace Group

## ABOUT VICON

**VICON**

Vicon has been a leading provider of mission-critical security surveillance systems. Today they are focused on providing solutions that have been engineered not just for performance and features, but for simplicity in deployment, operation and maintenance. Their goal is to serve as a valued security technology partner to their customers by reducing security solution complexity, ensuring a superior experience.

## 37
**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *Our Sheriff's Department loves the Valerus platform because they can put it on their iPads, walk around with it, and immediately call up any camera in case of an emergency.* ❞

> DAVID SZALANKIEWICZ
> FACILITIES DIRECTOR, LOUISA COUNTY PUBLIC SCHOOLS

❝ *Since we've installed the system, TSA violations through unsecured doors have gone to zero. Our use of video analytics for back flow prevention is really an incredible use of technology.* ❞

> MIKE SUPKIS
> POLICE AND FIRE CHIEF, FAIRBANKS INTERNATIONAL AIRPORT

❝ *Dow Jones was impressed with the product and the quality, but the key for them was Vicon's history of international support. No one else could match it.* ❞

> JIM TAPP
> VICE PRESIDENT OF SALES AND MARKETING, DOW JONES

❝ *The Vicon Cruiser PTZ camera is really Responsive and the quality of the focus and zoom is excellent. It pans and zooms exactly as is should and its high magnification gets us in really close.* ❞

> ANDY HOLLIS
> DATA AND GIS ANALYST, COASTAL CONSERVATION LEAGUE

## TRUSTED BY

CLARKE COUNTY SCHOOL DISTRICT

Fairbanks International Airport "AeroNexus"

City of Spokane Valley

LOYOLA UNIVERSITY CHICAGO

MUSEUM OF LONDON

2020

FALL 2020

Building Access
Control Category

RISING STARS

featured
customers

## 21
**Total Customer References**

## Featured Testimonials

❝ *In Arizona, Mesa's transportation team is excited to hear of our success with ButterflyMX at other gated communities and have reconsidered their car stacking policy for communities with entry gates.* ❞

> **JACQUES BAZINET**
> CHIEF OPERATING OFFICER, TALOS HOLDINGS

❝ *We've received only stellar feedback from our clients after they've used it for a few months, and we will continue selling, servicing, and supporting ButterflyMX.* ❞

> **BRIAN SCHOEN**
> CEO AND FOUNDER, REALNETS

❝ *We design our properties to maximize operational efficiency. We've found that property technology such as smart locks and mobile applications not only improve NOI but also tenant satisfaction. For us, ButterflyMX's tech-forward amenities make them leaders in the emerging proptech space. Their property management features such as automatic tenant directory updates and delivery PINs save our team time. While their mobile application delivers a rich set of features including video calling, virtual keys, and elevator controls that enhance the building entry experience of both our residents and their guests.* ❞

> **STEVE BOYACK**
> CHIEF EXECUTIVE OFFICER, CA MGMT SERVICES

❝ *When parents tour the property, we show them ButterflyMX as both an amenity their children can use to easily access the property as well as a security feature to prevent unwanted guests from entering.* ❞

> **YVONNE TOMESEK**
> SENIOR PROPERTY MANAGER, PEAK CAMPUS

## TRUSTED BY

BOSTON DEVELOPMENT GROUP    TALOS HOLDINGS    VELA ON THE PARK    TRINITY FINANCIAL    WOOD PARTNERS

**ABOUT CONTROLSOFT**

**controlsoft** ®

Controlsoft has over 25 years of experience in the development, manufacture and distribution of Access Control Solutions. They are experts in their industry sector and offer a comprehensive range of access control solutions that are not only price competitive but easy for both their partners to install and their end user customers to manage. With over 10,000 systems in daily use around the world, they are reliable and committed to excellence in their products, customer service and support. Controlsoft believes in long term partnerships with both their Customers and Suppliers.

## 16
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

" *The Controlsoft Pro software is well known in the security industry for being extremely versatile and having the ability to cater to everyone's requirements.* "

MORNÉ DE KLERK
GROUP IT INFRASTRUCTURE OPERATIONS MANAGER, AFGRI

" *We've taken a step forward with our security access control and Controlsoft enabled us to do that when we'd reached a dead end with our previous provider. We are now looking for them to supply their system to our next sites.* "

JOHN LAMB
UK STORAGE COMPANY

" *We need to lock down certain areas, e.g. the Sixth Form. And I need to control the times of the day / days of the week that students have access to the buildings. The Controlsoft software makes administration of all the access rights very straight forward. Controlsoft provides excellent training so it doesn't take long to get familiar with how to use the software.* "

MIKE CLAYS
PREMISES/FACILITIES MANAGER, BROUGHTON HALL

" *Controlsoft's biometric system has given us a secure facility which is easily accessed by staff and students who have been permitted to. Not having to use cards saves us time and money.* "

CAROLINE HIGGINSON
SECURITY ANALYST, MICHAELHOUSE

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**ABOUT GENEA**

**genea**

Genea's family of solutions is designed to improve commercial real estate operations through cutting-edge technology. Revolutionize access control, streamline overtime HVAC, and economize submeter billing, all without replacing your existing hardware. Their host of cloud-based, automated solutions is built to cut costs, reduce admin times, and maximize the tenant experience. Genea was built on a foundation of listening to and serving their commercial real estate customer's needs starting with their flagship Overtime HVAC product. Over the years, they've earned the trust and loyalty of 21 of the top 25 largest commercial real estate companies in the US and continue to prove their value to them every day.

**11**

**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *It's a very easy way to automate and bring technology into our industry and the best part is its simplicity.* ❞

MELANIE COLBERT
PRINCIPAL, LBA REALTY

❝ *The Meraki integration with Genea and Okta has allowed us to implement a comprehensive security solution across all of our facilities. And we only have to use one system, making it easy to manage all of our security needs.* ❞

PETE CROSBY
DIRECTOR OF IT & FACILITIES, OUTREACH

❝ *With one sign into Okta we were able to give physical access to a new employee and also block access when someone switched roles or moved on. It was a killer feature and that was a game changer for us.* ❞

JONATHAN SPIVA
DIRECTOR OF IT, OFFERUP

❝ *The beauty of Genea is using cloud-based management that reduces the complexity of on-premise deployments and make certifications easier. They provide support for different facility codes within minutes and easily integrates with existing infrastructure.* ❞

GEORGE KOZLOV
DIRECTOR, ENGINEERING OPERATIONS, PEOPLE.AI

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OfferUp    LBA REALTY    KELEMEN COMPANY    people.ai    Outreach

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### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

" *The affordable cost of the VIZpin access solution and its simplicity were attributes that stood out to me right away.* "

REBECCA GONIWICH
OWNER, THE UPS STORE

" *We love VIZpin and our members love it, too! It has been really great to be able to see who has accessed the gym and what time, as our old system did not have that feature. It's also awesome that we can easily grant them access without having to meet up with them in person.* "

LORI SCHULTE TRENKAMP
OWNER/MANAGER, 24 HOUR TOTAL FITNESS

" *VIZpin is a great product and exactly what we needed - simple to use, which we knew would be attractive to our customers. In addition, anyone can give their keycode away, but no one gives their smartphone away, so we know that when Joe's VIZpin key was used, it was Joe in the facility.* "

THOMAS MARTUCCI
OWNER, ON SOLID GROUND

" *The VIZpin SMART app eliminated all the problems other solutions posed. No one shares their smartphones, which helps us to maintain security, and if a user's phone is lost or replaced, we can quickly and easily transfer keys to a new phone without having to bother the office manager.* "

MIKE DALY
CHIEF OPERATING OFFICER, JONATHAN ROSE COMPANIES

### TRUSTED BY

**YPSILANTI** COMMUNITY SCHOOLS   SANTA ANNA APARTMENT HOMES   Jonathan Rose Companies   Chester County PENNSYLVANIA   The UPS Store

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**Total Customer References**

**ABOUT VANDERBILT INDUSTRIES**

# VANDERBILT

Vanderbilt is a global leader in the design and delivery of innovative security solutions. A variety of organizations benefit from Vanderbilt's various access control technology offerings, from small-to-medium businesses to enterprise-class customers. Intrusion alarm, readers, credentials, power supplies and video surveillance solutions complete the company's robust technology portfolio, which is designed to ensure a high level of security and safety while enabling users to realize new levels of intelligence. The company is focused on designing systems that are easily integrated and offer intuitive functionalities, reducing the complexities normally experienced with installations and system administration.

## Featured Testimonials

" *The main benefits for Asda are central monitoring from headquarters and integration of access control with video and any other IP-enabled building management system in use at the stores. The software has allowed uniformity by being able to function with Asda's existing smart cards. This has produced both financial and time savings and the avoidance of any re-keying of data.* "

ASDA

" *Based on our experience with the two projects in the St Botolphs Building, I can confirm that the Entro system has lived up to all of our expectations and surpassed most of them. It's a very impressive system, and I say that as someone who has worked in access control for many years. Entro is a top-end system that's flexible, easy to work with and excellent value for money.* "

ST BOTOLPHS BUILDING

" *This is the first time we've used the Entro system. What particularly attracted us to it was the user-friendly design of the hardware, the easy set-up, the flexibility of the system, and the very competitive pricing. In addition, we knew from our long experience in the security sector that Vanderbilt products have an excellent reputation for quality and reliability.* "

DES BRENNAN
CONTRACTS MANAGER, GALLANT SECURITY SYSTEMS

" *With the Vanderbilt installation supplied by Presec, our employees have fast, easy access to all the areas they need to enter, which can make a big difference in an emergency. No longer do they have to worry about losing keys or forgetting codes.* "

CHRIS NEWTON
EAST MIDLANDS AMBULANCE SERVICE NHS TRUST

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