Intelligent Keys
A smart solution for recurring revenue

The global leader in door opening solutions
Cloud services have become an integral part of our daily lives. In fact, we have come to rely on the convenience and power of cloud computing for many daily activities, such as smart phone usage, file sharing and media storage. And, just as they have changed our personal lives, cloud services are also changing the way we do business. From IT and marketing resources to collaboration and HR services, there are tools available for businesses of every size and industry.

Now we can leverage the power of secure cloud-based subscription services to change the way that we manage access control. Learn how you can use this innovative technology to deliver flexible, cost-effective solutions to help your customers increase security, accountability and compliance on every opening.

Benefits of the Cloud:

For your customers:
- Ensures that a facility’s database is always accessible, secure and up-to-date
- Enables management from any internet-connected device (smart phone, tablet, computer – Mac or PC)
- Eliminates the cost and maintenance of on-site servers and support, such as anti-virus software, patches, updates, backup, and HVAC/cooling

For you:
- Creates a stable recurring revenue model for your business
- Increases customer retention and your value to the customer
- Ensures service and maintenance contracts on every job
- Increases your business potential with existing clients
- Opens the door to doing business with new clients

Cloud-Based Services
Advancements in security technology provide the ability to monitor, schedule, change, revoke/update privileges, and audit openings, something that was once a luxury available only to companies with the largest budgets. In fact, it is now available to businesses of all types and sizes.

To achieve this increased security, ASSA ABLOY Intelligent Key Systems offer a powerful feature set at a much lower cost than traditional electronic access control (EAC) when live monitoring and door alarm features are not required. Intelligent Key solutions are also a great add-on to traditional access control openings where an uncontrolled mechanical key override is causing a security risk. Installed in minutes, Intelligent Key Systems eliminate the need for wiring and other expensive infrastructure.

### Features of Intelligent Key Systems

**Controlled access**
- Intelligent Keys are electronically programmed credentials able to open specific locks on a designated schedule by user and can be expired or revoked to meet security needs

**Accountability**
- Audit information, recorded in both the lock and key, shows a time-and-date stamped record of every event (authorized and unauthorized)

**Electronic rekeying and scheduling**
- Respond quickly to security threats, lost or stolen keys, or personnel changes without the time and expense of physically rekeying locks

**Easy installation**
- Simply remove the existing mechanical cylinder and install the ecylinder. Power is provided by the intelligent key, eliminating the need for any hardwiring or power supply.

**Physical security**
- Enjoy the benefit of intelligent features without compromising on physical security. Attack-resistant design and tamper-proof features protect against forced entry.
Intelligent Keys vs. Traditional EAC

Advantages of Intelligent Keys

- Easy installation
- Key control
- No wiring required
- Ability to support 100% of openings, including padlocks
- Audit trail
- Easy maintenance
- Retrofit capability for almost any opening
- Flexibility for use in remote locations
- Visual data analytics

Intelligent Keys eliminate complex components and wiring to enable easy, affordable access control in any application.

Intelligent Key System Architecture

Traditional Access Control System Architecture
Secure Every Opening

Legend
- Traditional Keyed Doors
- Cabinets
- Lockers
- Padlocks
- High security areas where dual authentication is required
- Authorized control to other systems, such as CCTV, alarm, and fire
Intelligent Keys are ideal for a number of applications that require the ability to quickly and easily manage access rights and obtain audit trails, including:

**Retail**
- Cash registers, safes, carts, offices and perimeter doors
- Jewelry cases, electronics, and sporting goods displays
- Pharmacy cabinets, product inventory, vending machines

**Utilities & Facility Protection**
- Substations/switchyards, generating plants, and control centers
- Electric transmission, perimeter fencing, and server cabinets
- Equipment storage, chemical containers, and watershed entrances
- Compliance with CIP Standards 006-3c and 006-5

**Healthcare & Pharmaceuticals**
- Pharmacy areas, supply cabinets/drawers, drug dispensaries
- Patient records, human resources, nurses stations, personnel offices
- Research labs, testing facilities, medical equipment, hazardous materials
- Surveillance equipment, IT department, maintenance

**K12 & University**
- Student record storage
- Lab equipment, musical instrument storage
Depending on the size of the installation, thousands - perhaps millions - of data records are created by an Intelligent Key System on a daily or weekly basis. That information is critical, but can be overwhelming when it comes to analysis.

Security administrators need to know at a glance, “What is out of the ordinary?” and “Who is accessing (or trying to access) specific openings and when?”

The Intelligent Keys solution utilizes sophisticated software called Data Analytics to provide immediate visual analysis, allowing administrators to quickly identify problem areas. It immediately pinpoints “actionable data” – highlighting trends and potential security issues. It also provides new ways of utilizing audit data to comply with the latest security and compliance standards.
Achieving Compliance

A key driver behind the growing need for access control is compliance requirements, which are now impacting many different industries. Intelligent Keys offer an easy-to-deploy solution to address numerous compliance concerns, including:

- Critical Infrastructure Protection (CIP)
- Utilities
- Data centers
- Narcotics control
- HIPAA (Health Insurance Portability and Accountability Act)
- Financial privacy

Compliance is easily achieved simply by replacing the mechanical key system with an ASSA ABLOY Intelligent Key System.

As a simple cylinder retrofit, ASSA ABLOY Intelligent Key Systems are ideal for the remote locations that are an important part of our critical infrastructure.
Of the original eight standards set by NERC (North American Electric Reliability Corporation) for CIP, two are specific to security. ASSA ABLOY Intelligent Key Systems are ideally suited to help utilities comply with these standards.

**Standard CIP-006-3c** was established to ensure the implementation of a physical security program for the protection of critical cyber assets.

**Standard CIP-006-5** was established to manage physical access to BES cyber systems by specifying a physical security plan to protect these systems against compromise that could lead to mis-operation or instability in the BES.

To comply with these standards, utilities must define operational or procedural controls to restrict physical access. This can be done efficiently and effectively with ASSA ABLOY Intelligent Key Systems. Utilities can become compliant by simply replacing their outdated and uncontrolled mechanical master key system.

The ease of installation makes it a perfect fit for facilities quickly seeking to meet internal accountability and increased security requirements, new compliance regulations and CIP standards.
Grow Your Business with Intelligent Keys

On average, customers use access control on less than 10% of the total number of openings in their facility. The time and expense of traditional access control simply makes it cost-prohibitive for the vast majority of openings. With Intelligent Keys, you can help your customers by offering an affordable solution for 100% of their openings and helping them migrate away from mechanical keys.

Traditional cloud-based access control models often require infrastructure, panels and per opening licensing, driving costs up and limiting the captured amount of openings. The ASSA ABLOY Intelligent Key solution is designed specifically for recurring revenue services. Intelligent keys offer an unlimited amount of openings and per customer locations at a single cost. Since Intelligent Key solutions are cloud based, leverage existing infrastructure and require no wiring or expensive hardware, you can scale access control across an unlimited number of locations with a simple-to-use web interface accessible anywhere there is Internet access. This gives you, the security professional, total and complete control and flexibility to build your recurring revenue model to meet your business structure and unique customer needs.

The Intelligent Keys Solution:

- Helps reach 90% of openings that were previously cost prohibitive
- Provides basic access control to any opening
- Leverages existing infrastructure and requires no wiring
- Creates a stable recurring revenue model for your business
- Increases your Service and Maintenance Contract value
- Increases customer retention and your value to customers
- Increases your business potential with existing clients
- Opens the door to doing business with new clients

Most importantly, it solves your customers security needs!
Becoming an Intelligent Key Certified Integrator is the first step in taking advantage of this revolution in access control technology and services. Intelligent Keys are only offered through Certified Integrator partners, to ensure the highest level of training and support.

Contact us today to learn how you get started with this critical step in taking your business to the next level.

www.IntelligentOpenings.com/IntelligentKeys

Learn how you can take your business to the next level with ASSA ABLOY Intelligent Key Solutions.
About ASSA ABLOY

ASSA ABLOY is the global leader in door opening solutions, dedicated to satisfying end-user demands for security, safety and convenience. ASSA ABLOY Door Security Solutions combines the expertise of the industry’s most knowledgeable specialists with the comprehensive product offering of leading door and hardware brands to provide complete solutions for commercial, retail, multi-family, government and institutional facilities. Coupling innovative technologies with insight on specifications, design, support, training and code compliance, ASSA ABLOY Door Security Solutions works closely with the architectural, security, facilities and integrator communities to address the many challenges they encounter serving and securing their customers.

Contact us today to learn more about this smart solution for recurring revenue.

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