The simple evolution of ID issuance

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Lance Johnson & Grey Bartholomew
• Leader in Secure Identities and Access Control
• More than 25 years in the security industry
• Global company with operations in over 100 countries
• Leader in Campus Security
• More than 40 years in the campus card industry
• Used by more than 6,000 organizations across the globe
ID card issuance.
Cost per card

Service costs
Staffing costs
Inventory holding costs
Technical support costs
Maintenance costs
Operating costs
Ordering/reordering costs
IT costs
More functionality...
No more budget
More security across campus...
No more budget
Increasing student population...
No more budget
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The current state

Support Consumables

One-Card Access Control

Support

Consumables
The future of student ID issuance

- Card designer
- Consumables auto replenishment
- Support
- Local printing
- Mobile ID
- HID Card Services
- Card printing & Overflow

HID® FARGO® Connect™
Card Printing

• Eliminate the printer PC
• Manage from anywhere
• Eliminate software install and maintenance
• Utilize all available resources by auto print queueing
Mobile Photo IDs

- Added convenience
- Seamlessly issue and renew
- Gain flexibility with future compatibility
- Potential revenue stream
Overflow Printing

- Minimize staff burden
- Eliminate printing bottlenecks
- Reduce issuance time
Auto Replenishment

• Save money on unused inventory
• Eliminate out of stock issues
• Minimize wasted staff time
Support

- Reduce service calls
- Save time in requesting service
- Minimize downtime with remote monitoring of issues
- Tracks usage data
Web-Based Card Designer

- Eliminate card software
- Simplify management and deployment
- New designs anywhere, anytime
Subscription Based

- Single annual or monthly fee covers everything
- Simplified billing
- Increase efficiency of current budget
- Scale on demand
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Card Production

Card system log-in
Patron lookup
Photo capture
Print card
Batch print**
End-to-end security

CBORD interface

Student database

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The budget impact

$1.50 / card

or

~$15,000 / year

10,000 cards per year

$10,000/year = Cards, Laminates and Ribbons + $3,000/year = Service and Maintenance + $2,000/year = Hardware/Software Replacement

$15,000/year = $1.50 card

Doesn’t Include:
Staff issuance time (overtime)
Reordering time
IT time
Etc...

10,000 cards per year

• All ribbons
• Pre-printed cards
• Magstripe encoding
• Increased security
• Greater control and visibility
• No printer PC or software to maintain
• No inventory carrying costs
• Lower dedicated labor and IT costs
• Compatible with today and tomorrow’s credentials
• Future-proof investment
• Never buy another system

Used as example pricing only. Rates will vary.
## How they compare

<table>
<thead>
<tr>
<th>Your system today</th>
<th>HID FARGO Connect</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Old paradigm</strong></td>
<td><strong>New paradigm</strong></td>
</tr>
<tr>
<td>PC and Software management</td>
<td>No PCs or software to manage</td>
</tr>
<tr>
<td>Large one-time expenses</td>
<td>Smaller annual or monthly expenses</td>
</tr>
<tr>
<td>Card/printer replacement</td>
<td>Auto replacement of cards/printers</td>
</tr>
<tr>
<td>Locally controlled printers</td>
<td>Centralized control and visibility</td>
</tr>
<tr>
<td>Issue from PCs</td>
<td>Issue from any device</td>
</tr>
<tr>
<td>Hours spent waiting on print queues</td>
<td>Distributed or batch printing</td>
</tr>
<tr>
<td>IT managed security</td>
<td>Automated security and enhancements</td>
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</tbody>
</table>
Now seeking test sites for the 2017 school year

Existing CBORD CS Gold and Odyssey Customers

North American campuses only

Stop by the HID (#313) or CBORD (#402) booth for a demonstration

Learning Lab – 9:30am tomorrow

hidglobal.com/fargo-connect