Wireless Locks 101

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Your Presenters

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Agenda

• Access Control 101
• Wired v. Wireless
• Wireless v. Keys
• ROI
• Selection Criteria
• Lock Management
• Building Consensus w/Your Campus Team
• Selection Process
• Q & A
Access Control 101
Controlling Who Goes Where & When

Who

Where

When
Access Control 101

Components Around the Opening

• Locking mechanism
• Reader – to validate identify
• Knowledge of door status – open or closed – position switch
• Knowledge of whether opening door causing by person exiting
Wired v. Wireless

- Wire/cable cost
- Multiple components around the door
- High install time and costs
- Multiple trades involved

- No cabling
- All-in-one lock
- Less install time and costs
- Less trades involved
Wireless v. Keys

- Higher upfront cost
- Lowest ownership cost
- Accountability
- Higher Security
- Works with existing student ID cards
- Works w/mobile

- Lower upfront cost
- Higher ownership cost
- Keys can be duplicated
- Lack of accountability
- Extra thing for students, faculty, staff to carry
ROI
Return on Investment

• Savings
  • No keys to distribute to students & faculty
    • Limited master-keys - Public Safety & Lock-Shop
  • Housing staff efficiency
  • Reduces re-keying expenses
  • Academic year & conference/camp season!

• Student Experience
  • Lost cards vs. lost keys
  • No re-keying charges
  • Works with what they already have – ID card or mobile

• Higher Security
  • Proactive vs. reactive security
  • Accountability & trackability
  • Reduction in liability
Selection Criteria

• Product and Company Performance
  • Grade 1 – does it meet?
  • References
  • Reliability
  • Battery life
  • Reader technologies
  • Communication frequency
  • Outputs
  • Upgrade-ability
  • Support

• Will it fit into my current or future eco-system?
  • Door Access software
  • ID cards / mobile
  • Mechanical keys (override purposes)
Lock Management

• Housing integration
• Calendar based features
• Day to day management
• On/off features
  • Academic year vs. summer camps/conference
• Upgrade-ability
• Trouble-shooting
Building Consensus with Your Campus Team

- Housing
- Residential Life
- Facilities
- Campus Security / Police
- Card Office / Auxiliary Services
- Conference Services
- Information Technology / Network Services
- Finance
Building Consensus with Your Campus Team

What are there concerns

• Housing Operations
  • Will this get rid of our brass key management head-aches?
  • How will student room/suite access be assigned?

• Residential Life
  • How do I manage student lock-outs?
  • How will this solution enhance the student residential experience?

• Facilities
  • How challenging are these products to maintain/fix?
  • Do they meet our campus standards for door hardware?

• Campus Security / Police
  • Will we have visibility to what transactions occur at these doors for investigate purposes?
  • How will we gain access to student rooms in the event of an emergency?

• Card Office / Auxiliary Services
  • Will it work with our existing ID cards or cards (mobile creds) we may move to in the future?

• Information Technology
  • Does it work with our existing systems?
  • How does it impact our existing network infrastructure?

• Finance / Procurement
  • What is the cost? What is the return on investment?
  • How will this bid?
Suggested Process

1. Find a champion or supporters across campus
   • Establish your team
   • Involve someone from each functional area of campus

2. Evaluate available solutions - RFI
   • Vendor presentations & demonstrations – Allegion, Assa, Best, Salto, other
   • Speak with campuses that have experience w/deployed systems

3. Pilot
   • Start small, less than 50 doors, small building or floor/wing of a building
   • Successful pilot determines go/no go deployment

4. RFP
   • Ask for sample RFP templates from other campuses
   • Determine how you will deploy – 3-year phased, all in one summer...
Take-Aways

- Be an active participant in the process
- Technology can be complex; security doesn’t have to be
- Understand technical concepts at the 10,000 foot level
- Pull in all of your resources – on campus, peer campuses, vendor partners
- Be aware of inter-dependencies of the concerns of all campus departments
Thank you for your participation!

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