

FAST FACTS

Customer

BOKF is a financial company that services the Southwestern US.

Industry

Banking and Financial Services

Geography

Central Operations in Tulsa with sites throughout the Southwest (TX, NM, AR, OK, CO, AZ, KS, MO).

Challenges

- Replace existing system with one capable of central administration and monitoring over existing WAN.
- Provide robust Intrusion detection with local control.
- Integrate credentialing for all employees.

Solution

- NPower DNA Security Management
- Open Options ID Credentialing
- Open Options RSC-DT keypad
- OpenDX Personnel data exchange

Results

- Improved security with fault tolerance
- Branch banks have local control
- Centralized monitoring and administration

BOK Financial

CUSTOMER

BOK Financial Corporation (BOKF) is a \$23 billion regional financial services company based in Tulsa, Oklahoma. Assets of the organization are centered in seven bank subsidiaries, BOK Financial, Bank of Texas, Bank of Albuquerque, Bank of Arkansas, Bank of Arizona, Colorado State Bank and Trust and Bank of Kansas City. BOKF has full-service banks located in eight states. BOKF's broker/dealer subsidiary provides brokerage services in 10 states. BOKF's BOK Financial affiliate operates an electronic funds transfer network that spans 13 states.

CHALLENGES

BOK Financial was using a small access control system that did not have the capacity to accommodate the large number of locations, readers and users that the company anticipated rapidly bringing on via acquisitions. Existing facilities had a mix of various systems, mostly intrusion detection systems and a consistent approach that could be quickly and efficiently deployed was a must. Local control at the branch bank and ATM level was also needed, with central monitoring and central administration. The company further needed to issue Photo ID credentials to existing employees and those brought on via acquisitions.

SOLUTION

BOK Financial began its deployment of Open Options network based security system in 1998. This was a small local installation. However, BOK's strategy was one of growth and the ability to scale a security / access control system was highly important. As the system grew the need for disaster recovery and redundancy became apparent and Open Options was able to provide sensibly and cost effective solutions. Today, BOK Financials' system is centralized at company headquarters and is monitored and administered from there. The system is comprised of 2 servers, 203 sites, 1529 sub controllers and 1612 doors. There are over 6500 cardholders. The system allows tracking of early or late openings and closings, intrusion detection with local control, and maintenance of credentials and photos of all employees. The latest implementation of OpenDX, Open Options' database integration tool, allows the merging of customer defined information between the Human Resources database and the Access Control database. The system is currently configured to allow for significant future growth.

For more information and customer references please contact Open Options at 877.818.7001



FAST FACTS

Customer

Detroit Opera House is home of the Michigan Opera Theater

Industry

Arts and Entertainment

Geography

Detroit, Michigan – Entertainment District

Challenges

- No prior access control system.
- The building was nearly a century old, making installation tricky.
- Individuals and schedules change frequently at the venue, requiring a flexible system.

Solution

- DNA Fusion Access Control Software
- Mercury Hardware
- Fusion ID Photo Badging

Results

- Complete security for entire building
- Restricted areas are now blocked from patrons
- Operators can easily change venue access and schedules when needed

Detroit Opera House

CUSTOMER

Located in the heart of Detroit Michigan's Entertainment District, the Detroit Opera House is the current home of the Michigan Opera Theater after moving from four previous locations. The building, designed by famed architect Howard C. Crane, first opened its doors in 1922 as the Capitol Theater and throughout the years has served as host to prominent artists such as Ray Charles, Louis Armstrong, and Will Rogers. The venue currently seats 2,817 patrons and hosts around 100 live performances and special events each year.

CHALLENGES

Prior to installation the Detroit Opera House had no access control or security system at all, requiring planning from scratch for a building that was almost a century old. Finding an integrator with the skills and expertise to design a security solution from the ground up for a building that is large enough to seat almost 3,000 people proved to be a problem for the opera house. Restricted areas only open to personnel and performers were not safe from the public potentially causing safety and functionality issues. Due to frequently changing schedules and staff needing access, administration also need a system that was flexible and easy to operate so changes could be made regularly with minimal effort.

SOLUTION

In 2005 Security by Design of Detroit, an Open Options Certified Solutions Partner presented the Detroit Opera House with the best possible security solution that featured a system combining Open Options' DNA Fusion access control software with Fusion ID photo badging. The opera house need a system that could be installed in a timely manner and operate easily because of the Michigan Opera Theater's constant changing schedules and cardholders. Since installation was completed, Open Options products have successfully been used to manage 3 clients and 40 doors throughout the location. In the future as the Detroit economical market rebounds to provide more financing, the Detroit Opera House plans to expand security solutions to surrounding infrastructures and garages with Open Options products.

For more information and customer references please contact Open Options at 877.818.7001



FAST FACTS

Customer

Milton Hershey School is a private, co-educational home and school for children from families of low income.

Industry

Education - (K - 12)

Geography

Hershey, PA

Challenges

- Replace outdated system with non-proprietary one capable of meeting security needs.
- Provide campus-wide access control and intrusion detection with local control at each student home.
- Integrate access control with Cathexis video management system.

Solution

- NPower DNA Security Management
- Open Options RSC-DT keypad
- Intervid Cathexis DVR

Results

- Greatly Improved security across entire campus.
- Provided enhanced intrusion detection at student homes with local control.
- Tightly integrated access control with campus video.

Milton Hershey School

CUSTOMER

Milton Hershey School began as a dream and vision shared by chocolate magnate Milton S. Hershey and his wife, Catherine. Unable to have children of their own, Milton and Catherine Hershey decided to use their wealth to create a home and a school for orphaned boys which opened in 1910. Today, the School is funded by a trust established by Mr. and Mrs. Hershey and is a cost-free, private, co-educational home and school for children from families of low income, limited resources, and social need. The School's vision focuses on building character and providing children with the skills necessary to be successful in all aspects of life.

CHALLENGES

Situated on nearly 10,000 acres, the Milton Hershey School needed to expand their current security to accommodate a growing campus in 2003. In addition to its educational facilities, the school also provides housing for the almost 1800 students. The student homes required central as well as local control over the network. Campus officials did not like the idea of staying with their current proprietary system which lacked the features they needed. The student homes needed to be secured not only to protect the students but also to alert houseparent to any students coming and going after hours. Milton Hershey School also wanted to add extensive CCTV and video recording to complete the security picture and wanted to tie this to the access control system. MHS primary goal was to provide life safety for staff and students as well as prevent theft, vandalism, etc.

SOLUTION

Milton Hershey School had learned about Open Options through our Integration Partner, Intervid, and made the decision to go campus-wide with the NPower DNA security management solution following a very successful trial installation at the Sunnybank student home. Although Milton Hershey really liked the non-proprietary Mercury Security control panels, they ultimately chose Open Options and Intervid because of the complete solution we were able to deliver. House parents are now able to arm/disarm and check status of the homes at any given time. Over the years Open Options has provided customization and added features to provide the school with all the functionality it required. The entire campus and all student homes are now centrally controlled with a tight integration to Intervid's Cathexis Digital Video Recording system and over 600 cameras providing a comprehensive security solution.

For more information and customer references please contact Open Options at 877.818.7001



FAST FACTS

Customer

San Jacinto College is a Community College located in Houston, Texas.

Industry

Education - Public Community College

Geography

Houston, Texas

Challenges

- Upgrade System to accommodate scheduled growth and enhance software performance.
- Preserve as much of the original system investment as possible.
- Find a product and integrator that can provide better support and service.

Solution

- DNA Fusion software conversion from a recognized Mercury OEM.
- Lenny Eliminator Database Conversion by Open Options.
- Mercury Access Control Hardware

Results

- Seamless Conversion of Existing Cardholders and Access Privileges
- Retained existing Mercury Hardware
- Provided a local integration partner and superior technical support.
- Total conversion took less than four hours with no loss of data.

San Jacinto College

CUSTOMER

San Jacinto College has three campuses and five outreach centers with a fall enrollment of approximately 24,000 students. The college offers over 140 academic programs, inter-collegiate and intramural sports, fine arts and the opportunity for students to attain a quality, well-rounded educational experience. The College partners with Texas Universities and with businesses in the community to provide continuing development in education and for the employees and future employees of the companies in our district.

CHALLENGES

San Jacinto had a previously installed system built on the Mercury Security access control hardware platform. The original vendor had provided this system through an OEM arrangement and subsequently was acquired by a larger national firm. San Jacinto could no longer obtain any level of adequate technical service and had serious concerns of expanding their system. The system spread across three remote campuses and an administrative office. All four of their facilities were managed centrally from the administration building. They needed to preserve as much of their original investment as possible and required that any replacement result in a minimum of down-time for their users..

SOLUTION

Open Options initially demonstrated the ability to communicate and control the existing hardware and to read the previously issued cards. Additionally, it was demonstrated that the existing database of personnel and access privileges could be converted and transferred into the new DNA Fusion Software via Open Options' data conversion tool known as the Lenny Eliminator. Once the decision was made to move forward with this solution, the system was fully converted in less than four hours with communications to the multitude of controllers established in an ordered sequence. By using the offline capabilities of the hardware platform, not one single incidence of denied access occurred and not a single transaction event was lost in the process. Today the system is running across three primary remote campuses and one district office in Eastern Harris County with 465 card readers with an average of 1200 cardholders at any given time.

For more information and customer references please contact Open Options at 877.818.7001



FAST FACTS

Customer

University of Central Florida (UCF) is one of the largest college campus in the nation.

Industry

Education - Colleges and Universities

Geography

Orlando, FL USA

Challenges

- Replace existing access control system with open platform.
- Increase protection of faculty, students, and property on campus.
- Integrate IP Video on campus.

Solution

- Open Options NPower DNA
- Mercury Control panels
- Axis IP Cameras
- Milestone XProtect Enterprise

Results

- Improved Security Campus wide.
- Integrated Access Control system with IP Video.

University of Central Florida

CUSTOMER

The University of Central Florida located in Orlando, FL is on a 1,415 acre campus with over 53,000 students. It is currently the sixth largest college in the nation. UCF is one of Florida's 11 public universities. Being recognized as one of the most dynamic colleges in the country with 12 colleges and 255 degree programs, UCF has become an academic leader in numerous fields, such as optics, modeling and simulation, engineering and computer science, business administration, education, science, hospitality management and digital media.

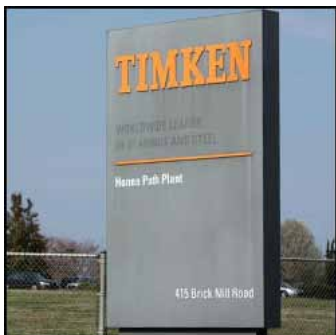
CHALLENGES

Prior to the university's partnership with Open Options, UCF was using a stand-alone battery operated access control system that did not provide the options or security level that UCF needed in the College of Sciences building. For the protection of the faculty, students, and property UCF needed a system that could integrate with IP video and provide a higher level of security and more specifications than the previously used system. The university was also looking for a new system that could eventually be incorporated throughout the entire campus.

SOLUTION

In 2007 Signature Systems of Florida responded to UCF's request for proposal and presented a plan to install Open Options NPower DNA software integrated with Milestone's XProtect Enterprise under a five year contract. Because Signature Systems had experience installing Open Options products on other college campuses and could eventually implement NPower DNA and Milestone campus-wide, UCF chose the proposal. Installation and administrator training began in January 2008. Today UCF's IT Staff, Facilities and Planning Administration, and Security Directors operate the system successfully to control approximately 16 readers in the College of Sciences Building. Future plans with the university include incorporating NPower DNA integrated with XProtect and AXIS cameras throughout the entire campus to potentially secure 9,000 doors.

For more information and customer reference please contact Open Options at 877.818.7001



FAST FACTS

Customer

The Timken Company is the leading manufacturer of anti-friction bearings and related services in the world.

Industry

Manufacturing

Geography

Locations throughout North America

Challenges

- Replace an ineffective system with one that is flexible and scalable.
- Rapidly activate and de-activate credentials.
- Generate quick reports.
- Utilize existing credentials.

Solution

- Open Options DNA Fusion with InfoReady reporting
- Open Options Open DX
- Mercury network-ready hardware

Results

- Centrally managed access control system across a national footprint.
- Cost savings from utilizing existing credentials.
- Instant access to critical data.
- Credentials can be activated and de-activated rapidly.

The Timken Company

CUSTOMER

Timken is one of the world's leading producers of highly engineered anti friction bearings and related products and services and alloy steel and components. Timken helps create, transfer and control power, putting friction management and power transmission technologies to work across a broad industry spectrum. Timken has operations in 26 countries on six continents, and employs 25,000 people.

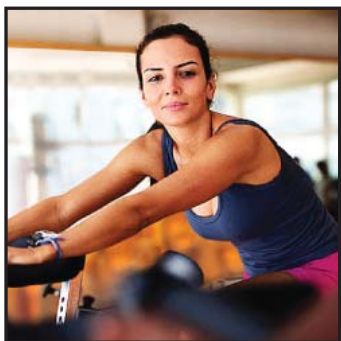
CHALLENGES

Timken needed to consolidate its access control operations into a centrally managed system capable of operating across their existing WAN / LAN infrastructure. Their existing system was incapable of the required scalability. The company already had a barcode based Time and Attendance system credential that was deployed globally. Therefore, utilizing the same credential would realize a significant cost savings, and allow for a single credential across both systems. Additionally the need to de-activate and activate credential holders en mass was essential as was the ability to instantly access information pertinent to credential holders, events and facility status.

SOLUTION

By installing Open Options DNA Fusion along with Open Options Network capable hardware Timken was able to communicate to facilities across its existing network infrastructure, allowing multiple facilities to be managed from a central location. Open DX provides the ability to move data from their HR system and instantly activate and de activate credentials without additional operator intervention. DNA Fusions flexible card formatting allowed the system to utilize existing barcode credentials. The unique InfoReady feature allows operators to instantly create reports of the most commonly needed information so operators can with the click of a mouse produce needed information almost instantly.

For more information and customer references please contact Open Options at 877.818.7001



FAST FACTS

Customer

Curves is a worldwide fitness franchise specifically for women.

Industry

Fitness

Geography

Waco, TX - Headquarters
 San Benito, TX - Distribution Center
 Worldwide - Franchise Locations

Challenges

- No Access Control System
- Biometric Time & Attendance did not work for payroll

Solution

- Open Options NPower DNA
- Open Options InfoReader™
- Mercury Control panels

Results

- InfoReader™ recorded time data at entry point for time and attendance
- Access control was established to improve security

Curves

CUSTOMER

Curves is the current women's fitness leader with over 4 million members world-wide. Headquartered in Waco, Texas, Curves has opened over 7,000 franchise locations worldwide between 1995 and 2003. The Curves for Women concept was inspired by women in need of a complete fitness and nutrition solution and offers women a complete 30-minute workout that combines strength training and sustained cardiovascular activity through safe and effective hydraulic resistance. In addition to a total body workout, clients at Curves also receive a complete nutrition plan designed to raise metabolism for good and end the need for perpetual dieting, making Curves a one-stop fitness solution.

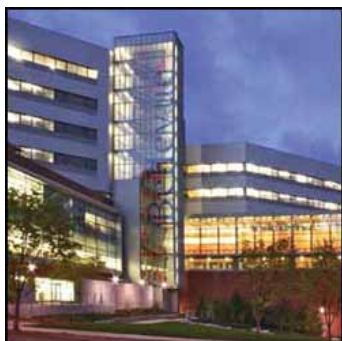
CHALLENGES

Curves began as a small local business idea that caught on and grew extremely quickly once offered as a franchise. As a need for a headquarters grew at a rapid pace, proper access control was over-looked and not focused on as a priority. Previously Curves only used a biometrics time attendance solution, but needed a system that could properly record data for payroll while improving security. Curves wanted to use data collected from a card reader for payroll purposes, but the time had to be displayed at the data collection point which was not offered to them through their biometrics time and attendance systems.

SOLUTION

In 2007 SecureNet Austin and Open Options teamed up to create a solution for the Curves headquarters and distribution center that could resolve time and attendance problems while enhancing security. NPower DNA access control software did not specifically provide time and attendance so Open Options assisted SecureNet with a solution using the InfoReader™ to display time at the data collection point. With coordination from Open Options and Curves IT Dept, a SQL script was created to bridge the relevant data between the DNA database and Curve's Payroll System. Within three months three buildings in Waco and two buildings in San Benito were fully installed with a complete Open Options system.

For more information and customer references please contact Open Options at 877.818.7001



FAST FACTS

Customer

City of Bellevue is the 5th largest city in Washington.

Industry

Government

Geography

Bellevue, WA

Challenges

- Improve overall security for city departments.
- Integrate CCTV, Intercom and Digital Video recording with access control.
- Secure prison transfer area.
- Share data across IT infrastructure.

Solution

- Initially NPower DNA access control recently updated to DNA Fusion.
- Fully integrated with Kalatel switch and Commend intercom.
- OpenDX used to transfer data across other systems on network.

Results

- Complete Integrated solution.
- Access control at all city departments and interoperability among other systems on network.
- Secure transfer area with greatly improved communications.

City of Bellevue

CUSTOMER

Bellevue is the fifth largest city in Washington, with a population of about 120,000. It is the high-tech and retail center of the Eastside. The city spans more than 31 square miles between Lake Washington and Lake Sammamish, and is a short drive from the Cascade Mountains. The population is growing and becoming more diverse. City planners anticipate 7,000 additional residents by 2010, with 18,000 more jobs expected to be available in Bellevue by then.

CHALLENGES

The City of Bellevue was growing quickly in 2005 and saw the need to expand their government facilities and overall security. Being a high tech city, Bellevue had several requirements for sharing data across other business applications as well as integrating existing video and intercom systems for a well rounded approach to security. They were using a Kalatel CCTV switch to monitor video and a Commend intercom system for communications. The goal was to seamlessly interface these systems into the access control interface. Other challenges facing the city were controlling several banks of elevators, parking control, and securing the prisoner transfer area of the police department and jail.

SOLUTION

Open Options teamed up with Guardian security of Seattle, WA to propose a comprehensive security solution that addressed all of Bellevue's needs. The city implemented Open Options' Universal ASCII Driver (UAD) to pull together both video and intercom communications at the city. Now when someone pressed the intercom button on a substation, an operator is presented with automatic call up of associated video and an open channel for audio. The initial access control project consisted of over 100 reader doors secured with Open Options open platform hardware. Open Options and Guardian worked with Bellevue's IT department to ensure shared NT security across the network and they are using OpenDX for sharing personnel data across the Active Directory and DNA Fusion database to eliminate redundant data entry. The entire project comprises all city departments including PD and jail across three building and continues to grow.

For more information and customer references please contact Open Options at 877.818.7001



FAST FACTS

Customer

Idaho Power is an electric utility based in Boise, Idaho.

Industry

Energy

Geography

Southern Idaho and Eastern Oregon

Challenges

- Provide physical security that is compliant with federal regulations.
- Pre authorize, track and record visitors.
- Manage contractors on site.
- Provide for a single data entry point for credential holders.

Solution

- Open Options DNA Fusion
- WayPoint Visitor Management with Contractor Manager
- OpenDX for Personnel Exchange

Results

- Flexible, robust system that achieves regulatory compliance.
- Single point of entry for credentials.
- Effective and easy to use Visitor Management.
- Cost savings by matching contractor onsite time to invoicing.

Idaho Power

CUSTOMER

Idaho Power was born in 1916, when five companies combined assets, including water rights and hydroelectric facilities on the Snake River, to form Idaho Power. With headquarters in Boise, and an employee base of approximately 2,000 people, Idaho Power is an electric utility engaged in the generation, transmission, distribution, sale and purchase of electric energy. Population growth and increasing energy consumption continue to challenge utilities nationwide. In Idaho Power's service area, planners estimate adding thousands of new customers annually into the year 2020.

CHALLENGES

Compliance with North American Electrical Reliability Corporation (NERC) and Federal Energy Regulatory Commission (FERC) regulations for securing critical infrastructure was a prime consideration. Idaho Power also needed to control and record visitors to their facilities as well as manage contractor activity. The real challenge was finding a system flexible and robust enough to meet these challenges.

SOLUTION

Open Options DNA Fusion and the Open Options hardware platform was up to the challenge of providing physical security that met the regulatory requirements in a flexible and user friendly platform. Additionally, Open DX was utilized to bring data in from the human resources database so there is only a single point of entry for credential holders. This minimizes the opportunity for errors since the data is not entered twice into two systems. Waypoint is the Open Options solution for pre authorizing visitors and recording their visits. The system allows Idaho Power employees to act as sponsors for visitors and relieves the reception staff of notifying sponsors when visitors arrive. Contractor Manager performs similar functions for contractors that visit the site, as well as tracking contractor employees' certifications and licenses. This can result in considerable savings by assuring that all contractor employees on site are in compliance with training and licensing requirements, and by matching on site times with invoicing.

For more information and customer references please contact Open Options at 877.818.7001



FAST FACTS

Customer

Emanuel Medical Center is a not-for-profit based Christian healthcare organization.

Industry

Healthcare

Geography

Turlock, CA USA

Challenges

- Replacing existing system with a system able to support and change with a large, growing facility
- Needed a system able to comply with healthcare regulations
- Credentials needed to be integrated with security system

Solution

- DNA Fusion Access Control
- OpenDX Personnel Data Exchange
- Fusion ID

Results

- Security system was able to fill support needs
- Smooth transition to new system
- 20-30 more readers to be added to system
- Improved security overall

Emanuel Medical Center

CUSTOMER

Founded in 1917 by the Evangelical Covenant Church, Emmanuel Hospital is a Joint Commission accredited organization that has grown to a 403-bed multi-level medical campus including a 209-bed acute care hospital, a 145-bed skilled nursing facility, and a 49-bed assisted living facility. The Emanuel Medical Plaza building is also the home of Emanuel's Regional Cancer Services that include the Stanford Emanuel Radiation Oncology Center and the Ruby E. Bergman Women's Center.

CHALLENGES

Healthcare organizations have strong security needs and regulations to follow and prior to using Open Options products, Emanuel was running an MCI access control system that was not fulfilling their requirements. The previous system did not properly support a facility as large as Emanuel and the hospital needed access control that could support its current needs, provide credentials, and evolve as it grew.

SOLUTION

In 2006 and Open Options prepared to present Emanuel with a plan to improve and restructure their access control system. DNA Fusion Access Control Software is designed to change easily according to a user's needs and Emanuel was looking for just that. By using DNA Fusion Access Control Software, Fusion ID, and Open DX Personnel Data Exchange Software, Open Options created a system specifically for Emanuel Medical Center that is now used to manage 1100 employees and 2 buildings. In the future, Emanuel plans to extend their Open Options installation by 20 to 30 more readers.

For more information and customer references please contact Open Options at 877.818.7001