

THE READER

News for the Access Control Professional



HOW TO ACHIEVE ACCESS TO ACaaS SUCCESS



By **Rodney Bosch**
Senior Editor, SDM
As seen in **SDM**

The recurring monthly revenue (RMR) business model has become a chief indicator of long-term revenue and profitability growth with a result being increased business valuation for installing security contractors. Access Control as a Service (ACaaS), with its steadily increasing market penetration the past few years, is enjoying rising prominence under the RMR opportunity spotlight.

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RFID READERS AND CREDENTIALS
STILL SHIPPING

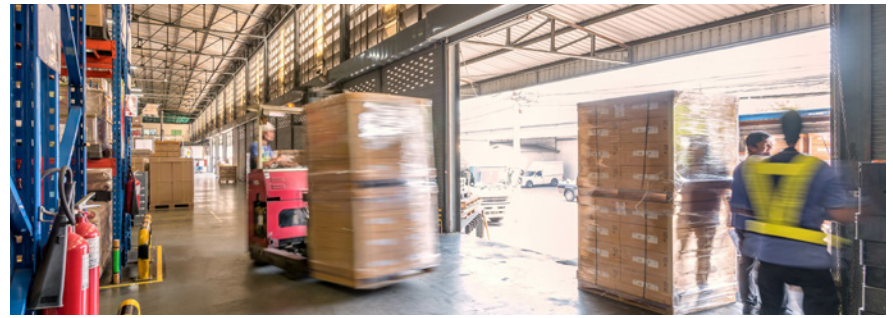
ASK ABOUT LEAD TIMES

Farpointe Data
Readers • Credentials

Got Readers?

If you are experiencing challenges in sourcing RFID readers, ask your access control system provider for Farpointe. Our current lead times for key products are under 30 days. You can check current lead times using the link below, or [call our Customer Service Team](#).

[SEE CURRENT LEAD TIMES](#)



Product Spotlight: Rugged Readers that help you maintain access control security even in extreme conditions

In situations that may damage conventional readers, Farpointe's rugged Guardian™ and Gibraltar™ Series readers keep performing. As a result, end users eliminate costly repairs or replacements, while integrators avoid nuisance service calls.

Farpointe in the United Kingdom

Farpointe Data exhibited at The Security Event (TSE) in Birmingham, UK, 25-27 April. This three-day event hosted a great line-up of electronic security companies from the UK and European markets, including a strong showing from North American manufacturers.

In review, TSE provided an excellent opportunity to meet with our existing partners and new professionals alike. The show was attended by dealers, integrators, specifiers, distributors, VARs, and, of course, manufacturers from around the security industry. Birmingham is a convenient destination in the region and the show drew from the UK, Ireland and Western Europe.

If you missed this year's event, you can register your interest for TSE 2024, which will be held 30 April – 2 May 2024.

[LEARN MORE](#)



Guardian™ Vandal-Resistant Readers

- Impact-resistant construction
- Resistant to harsh cleaning chemicals
- Longer read ranges
- Proximity and contactless smartcard options available
- Broad support for other RFID technologies, including certain HID® and AWID® 125-kHz proximity protocols. Others available too!
- Lifetime warranty on ALL readers

Gibraltar™ Bullet-Resistant Readers

- Tough stainless steel exterior
- ShotBLOCKER® fiberglass composite interior
- ShotBLOCKER® is a UL-752 compliant material
- Install indoors or outdoors
- Broad support for other RFID technologies, including certain HID® and AWID® 125-kHz proximity protocols. Others available too!
- Lifetime warranty on ALL readers

[PRODUCT DETAILS](#)

[DOWNLOAD SELL SHEET](#)

HID is a registered trademark of HID Global Corporation, an ASSA ABLOY company. AWID is a registered trademark of Applied Wireless Identifications Group.



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