

THE READER

News for the Access Control Professional



State ^{OF THE}
Market

Access
Control

WHY ACCESS CONTROL IS HITTING ON ALL CYLINDERS

SDM's Report on the State of the Access Control Market 2023



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

The access control sector is viewed with much optimism due to increasing adoption of new technologies and integration with other security systems, among other factors fueling rising growth.

According to SDM's 2023 Industry Forecast, more than 1 in 2 (56 percent) security professionals expect revenue from access control systems (on-premise and cloud-based) to increase in 2023, marking a healthy 10-point jump from the previous year.

[READ MORE](#)



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](#)



Farpointe Restructures North American Regional Sales Territories

Farpointe has reorganized its North American sales regions so members of its sales team are more aligned with the territories in which they live.

“Our goal with this reorganization is to better serve our partners, while also making it more efficient for our sales team to cover their respective territories,” explains North American Sales Manager, Francisco Alcalá.

Download a copy of Farpointe’s [Regional Sales Map](#) for details and the teams’s contact information.

[READ PRESS RELEASE](#)



Farpointe Readers OSDP Verified by SIA

Farpointe Data was among the first three manufacturers to have earned the Security Industry Association’s (SIA’s) OSDP Verified mark on its mobile, contactless smartcard and proximity solutions.

The Open Supervised Device Protocol (OSDP)—an IEC global standard—provides interoperability among various companies’ access control and security products.

According to SIA, the OSDP Verified mark instills confidence in integrators, specifiers and practitioners that devices have been tested and verified to meet stringent SIA OSDP standards.

Download a copy of our [OSDP Guide](#) for details on why integrators should be implementing OSDP now.

[DOWNLOAD OSDP GUIDE](#)

Supply Chain News Update

Strengthening Supply Chain: A Key Force Driving M&A

As seen on [Industry Today](#)

Post-pandemic, the economy continues to recover from the downturn. Besides supply-chain issues, businesses are coping with inflation, higher interest rates and volatile capital markets. These factors initially slowed down dealmaking globally, but the M&A market seems to be picking up.

[READ MORE](#)



Farpointe Data
Readers • Credentials

© 2023 Farpointe Data, Inc. All rights reserved. Farpointe Data®, Pyramid Series Proximity®, Delta®, Ranger®, and CONEKT® are the registered U.S. trademarks of Farpointe Data, Inc. All other trademarks are the property of their respective owners. Farpointe Data reserves the right to change specifications without notice.

Farpointe Data, Inc.
2195 Zanker Road
San Jose, CA 95131 USA
Office: +1-408-731-8700
Fax: +1-408-731-7805
support@farpointedata.com

www.farpointedata.com