

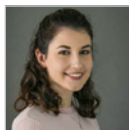
# THE READER

News for the Access Control Professional



## THE LAST WORD WITH... FRANCISCO ALCALA, FARPOINTE DATA

Francisco Alcala, North American Sales Manager, Farpointe Data explores the company's planned growth for the near future.



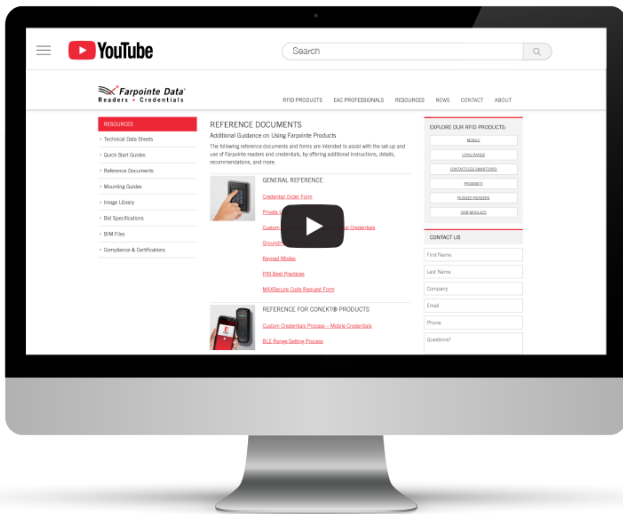
By Victoria Rees  
 Editor, SJA  
 As seen in [Security Journal Americas](#)

### Can you tell me about yourself and your role?

Serving as Farpointe Data's North American Sales Manager, my main focus is on building strong relationships with physical access control system (PACS) manufacturers and their channels.

Having joined Farpointe as an intern almost two decades ago, I've been fortunate to hold positions of increasing responsibility in sales, marketing and operations. This experience has given me the unique opportunity to serve our customers from different perspectives and has provided a valuable education that helps me support our PACS partners today.

[READ MORE](#)



## Resources Available on Farpointe Website

The Farpointe website has a wealth of information available to anyone considering, installing, or troubleshooting Farpointe readers and credentials. Whether in need of technical specs, installation instructions, general reference, or more, these resources are designed to make life a little easier for security professionals.

Check out this [brief video](#) for an overview of the resources available.

[WATCH VIDEO](#)



## Product Spotlight: RER-11 Long-Range Edge Receiver

Originally designed for individual garages within gated communities, RER-11 is also suitable for remote gates and outbuildings or conventional door applications where no active management, monitoring, or audit trail is required.

- Read range up to 100 feet.
- Use the same credential that is used on a primary access control system.
- Built-in Wiegand interface creates a standalone solution when paired with a Wiegand reader.
- Pair with a CONEKT® reader to ensure the latest in reader and credential security.
- Relay time is adjustable to satisfy different time requirements.

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