

THE READER

News for the Access Control Professional




WIRELESS ACCESS CONTROL TIPS & TRICKS

Experts share their best access control advice for security dealers and integrators on selling and installing wireless access solutions.

By Deborah O'Mara, SDM Contributing Writer

As seen on [SDM](#)

Wireless access control just keeps getting better. Innovation in readers and transmission technologies has fostered enhanced reliability, signal strength and connectivity — making it a flexible option for door control that's affordable, easy to install and available in configurations for any entrance.

Derek Coats, national systems/integration specialist, dormakaba puts it simply: "Get trained. Get certified. Understand what you are selling. Don't sell something you don't understand. This product category has changed a lot and continues to evolve. Reach out to product manufacturers and industry experts. All are here to help. As a bonus, much of this training is free."

Visit Farpointe at ISC East, Booth #1015

November 15 - 16, Javits Center, NYC

[Register for a FREE Expo Pass](#), then visit us on booth #1015 to learn how Farpointe simplifies RFID for the most successful access control deployments.

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Rich Whitlock, Western Regional Sales Manager,
Farpointe Data

Rich Whitlock Joins Farpointe Sales Team

Effective October 1, 2023, Rich Whitlock has come onboard as Farpointe's new Western Regional Sales Manager. Rich will serve thirteen western states in the U.S. and three western provinces in Canada.

We are excited to have Rich as part of our team and strongly believe his experience in integration and distribution will help Farpointe better serve its partners.

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Multiple credentials—which use a smartphone's Bluetooth Low Energy (BLE) technology to communicate with Conekt mobile-ready readers—can be loaded into the Conekt Wallet App.

Product Spotlight: CONEKT® CMC-2 Mobile Credentials

With a convenient and secure cloud-based delivery system—and no physical credentials to inventory—Conekt mobile credentials are quicker and easier to order, distribute, and maintain.

Benefits:

- Supports industry-standard and custom access control formats
- Delivered in the exact ID sequence ordered
- Options to private label with logo, graphics, text and more
- Secured by AES encryption
- Operates on Apple® iPhone® and Google® Android™-based smartphones

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