THE READER

News for the Access Control Professional

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HAPPY RETIREMENT!

Scott Lindley, Farpointe's General Manager (left), congratulates Kirk Bierach (right).

CONGRATULATIONS TO KIRK BIERACH ON HIS RECENT RETIREMENT!

After working at Farpointe Data for twenty years, Kirk Bierach, Farpointe's Director of Engineering, recently announced his retirement. Before departing, The Reader had an opportunity to sit down with Kirk to learn a little bit about his time with the company and his plans for the next chapter in his life.

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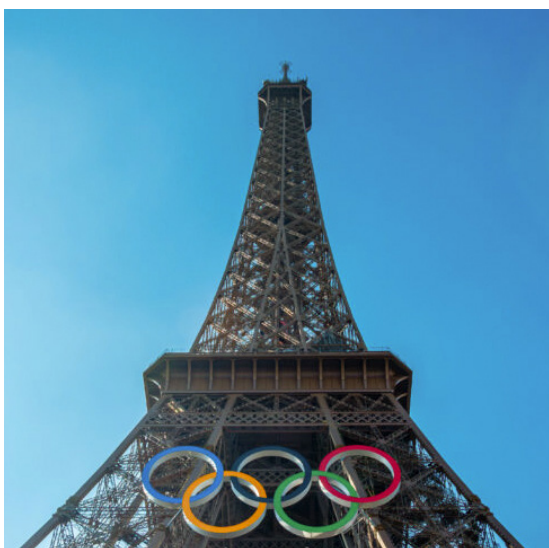## How Security Integrators Are Adapting to Selling Managed Services

By Geoff Kohl
SIA Senior Director of Marketing

As seen on **ISC News**

Given the number of solutions that are now offered via the cloud or "as a service" or as a "managed service," it's not surprising that SaaS qualified as a Security Megatrend in the 2024 Security Industry Association (SIA) Security Megatrends report. But the trend isn't that solutions are moving to the cloud; that's old news. The trend is the impact it makes upon how security integrators will run their businesses.

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Product Spotlight: Contactless Key Fobs

Depending on the type of access control application—and its security demands—Farpointe has key fob options suitable for a wide variety of uses.

High-Security Applications: **CONEKT® CSK-2** is a 13.56-MHz contactless smartcard fob supporting MIFARE® DESFire® EV2/EV3. For use with Conekt mobile-ready readers.

General-Purpose Access Control: **Pyramid Series Proximity® PSK-3** is a 125-kHz proximity fob with a read range up to 3.5 inches.

Long-Range Applications: **Ranger® WRT-2+ and WRT-4+** are 433-MHz long-range transmitters with ranges of up to 200 feet (61 m) via button-press use with Ranger receivers. Equipped with a potted proximity or contactless smartcard module, transmitters may be used presentation-style with traditional readers.

Farpointe Key Fobs:
CSK-2, PSK-3 and WRT-4+