

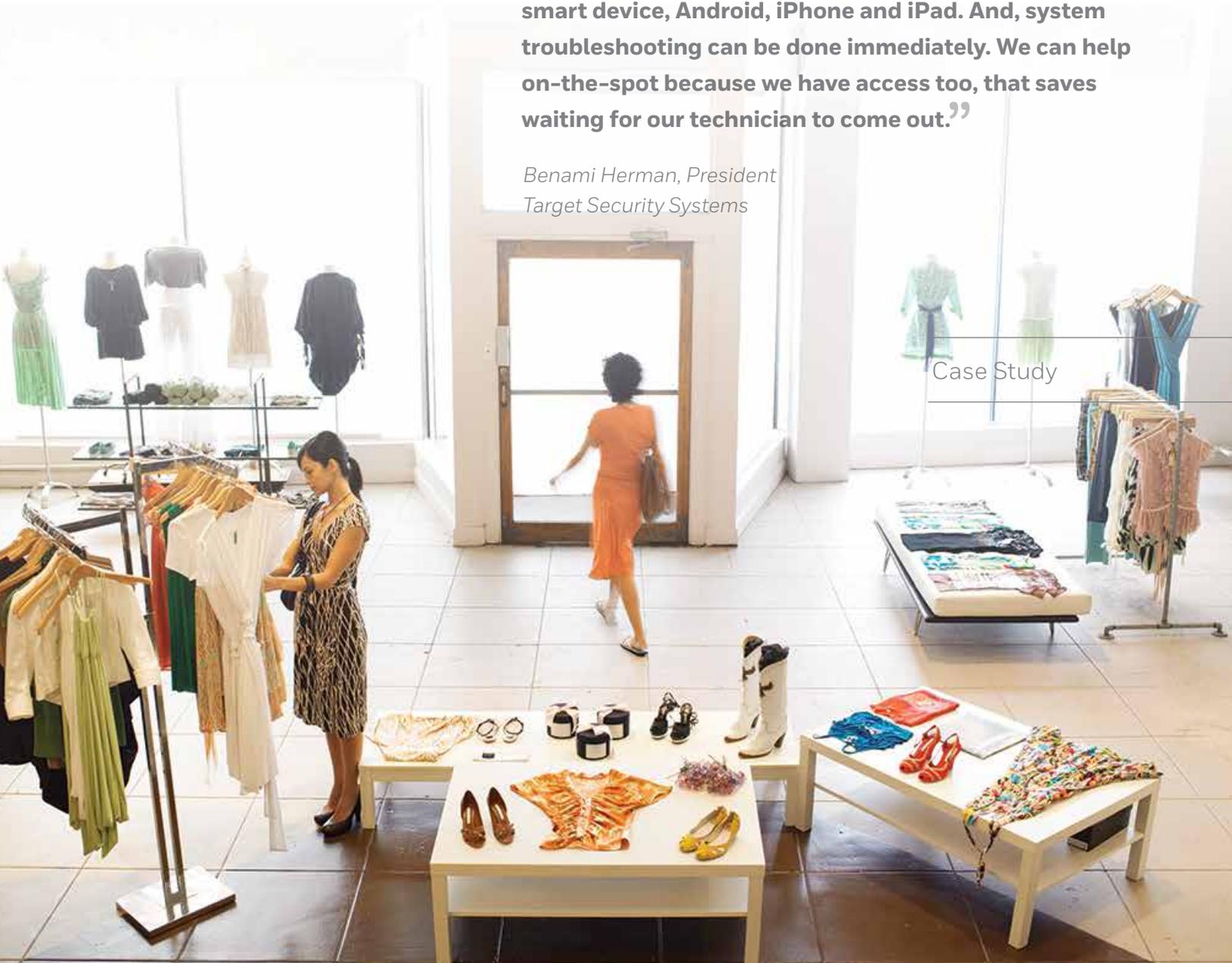
THE MAGIC OF ACCESSORIZING

Access Control the Hidden Focal Point in the Accessory Business

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*Benami Herman, President
Target Security Systems*

Case Study





It's easy to ruin the ambiance of interior design or an otherwise great outfit by choosing the wrong accessories. Are accessories really needed to complete the look? In a word, YES! Accessories are the finishing touches that impact the decor. The role they play is important. There's a reason for the phrase "the devil is in the details."

The Needs

The same can be said about access control in an (accessorized) industry that is constantly in motion. Tri-Coastal Design, a global design and manufacturing company that creates fashion accessory products for the wholesale market such as home, bath & body, and kids accessories, knows the challenges of both. There are many challenging dynamics involved to successfully integrate the design and production of trend-setting accessories, just as there are to design and implement security and user friendly access control.

For example, the Tri-Coastal Design New York showroom is dispersed throughout multiple floors in a hi-rise in the heart of the city. Managing accessibility has always been a challenge. In addition to the full time staff, there is a revolving set of professionals and interns that are hired on a time sensitive basis as needed. Although they have always used an automated access control system with access cards and readers, the system became cumbersome and limited in its use.

Here too "the devil is in the details." Access control gets complicated when managing access on four separate floors

for 80 set staff and the design world support staff where there is a constant flow of freelancers, photographers, designers, and trade people. "We found that the best way to manage and provide a secure environment is through the use of access control cards. However, in an industry that has a lot of moving parts, it can get tricky," explains Michael Jean director of operations NY at Tri-Coastal Design. "Beside our steady staff we have others that will work for a project or timeline that require cards with certain levels of access. Then there are a number of vendors from electricians to carpenters and millworkers that design our showrooms that need access. So every day there are cards being made and removed."

"We needed something that was dynamic and accessible, something that I could control whether in my New York office or on the road," Jean continues. "Prior to this, I would access my system using third-party software on my PC. It was very clunky and not always reliable. It was enough to get by, but I was tired of that. One of the features I was looking for was something with ease-of-use and mobile phone accessibility."



The Solution

Looking for alternatives, Tri-Coastal went to their security provider, Target Security Systems in New York City, for secure access control alternatives.

“Tri-Coastal’s request came at a time when Honeywell was launching a new cloud-based security and access control system,” says Benami Herman, president of Target Security Systems. “Before this, there was never such a thing as an app to control access. The Honeywell MAXPRO® Cloud has that ability and seemed the perfect fit for what Tri-Coastal was looking for.”

MAXPRO Cloud is a smart, flexible, scalable technology that combines security system expertise with cloud technology. This connected buildings platform is designed to make it easier to manage and monitor critical security and business intelligence needs such as access control – on the go. Through real-time notifications and an intuitive operational dashboard delivered to any mobile device, MAXPRO Cloud provides the means to effectively and efficiently protect a business’ people, property and assets.

The Benefits

“One of the factors that makes MAXPRO® Cloud a good fit for Tri-Coastal is that it is accessible and adaptable so that you can be anywhere and have control from any computer on any browser and with an app on any smart device, Android, iPhone or iPad,” says Herman. “And, system troubleshooting can be done immediately. We can help on-the-spot because we have access too, that saves waiting for our technician to come out.”

“MAXPRO Cloud allows me to take my security wherever I go,” says Jean. “Feeling secure in the place that needs security is only part of the journey. Knowing I can control my environment remotely is a piece of mind you just don’t get from fixed systems.” For example, he tells of times when traveling or has left for the day where someone coming in is locked out. “I can immediately open and release a door. Before I would have to drive-in or coordinate someone with house key access to get them in.”

“It does what it’s supposed to do. It’s easy and consistently performs. You just press and there’s a reaction at the end action and that’s all I really need,” Jean reaffirms.



Tri-Coastal also uses MAXPRO Cloud for reporting purposes. It includes a reporting system that allows Jean to run a report that shows the activity, such as when cards were used on what doors and which doors were left open.

Another benefit of using a cloud-based system is system redundancy is built-in. The practice of backing up the system can be eliminated because it's in the cloud. "For example, maybe system back up is done once a week, if the system fails it would only restore to that point and restoring takes time," explains Herman. "So here you have the peace of mind that there is no backup or restore because it's in the cloud. There is redundancy all the time."

"Without Target Security taking me to the next level of security I'd be complacent in an antiquated system eventually being forced to move forward as the world of tech changes," concludes Jean. "Time is money and I was spending a lot of time on card issuing, card editing and deactivating cards. MAXPRO made it very easy to manage; it cut that time into a fraction."

Explore www.maxprocloud.com for more information on the MAXPRO Cloud product in your facility. To request a demo, click "Request a Demo" and fill out the form, or call 1.800.323.4576.

For more information

www.honeywell.com/security

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