IDWholesaler.
We know ID. It's what we do.

The current state of access control card usage

An end user survey by ID Wholesaler

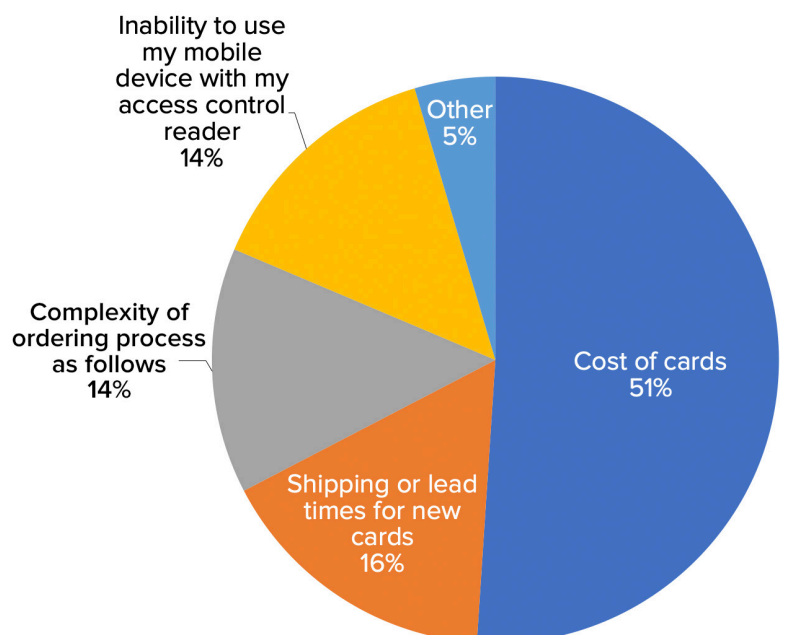**Access control security has never been more important.**

ID Wholesaler conducted a survey that examined usage trends of proximity cards in organizations representing multiple industries, including:

- Forms of access devices
- Quantity of access cards issues
- Purchasing and programming improvements

Cost Of Proximity Cards Identified As The Leading Inconvenience, Followed By Lead Or Shipping Time.

The study explored common pain points and inconveniences related to access control card purchasing and usage. When responding to the survey question asking which item was the most problematic, the leading answer by a large proportion was the **cost of proximity cards**. Respondents that chose price as problematic were mostly purchasers of HID, Kantech and Keri proximity card brands. The second highest reason for concern is lead or shipping time.

WHICH OF THE FOLLOWING ITEMS IS MOST PROBLEMATIC FOR YOU?

Inability to use my mobile device with my access control reader
14%

Other
5%

Cost of cards
51%

Complexity of ordering process as follows
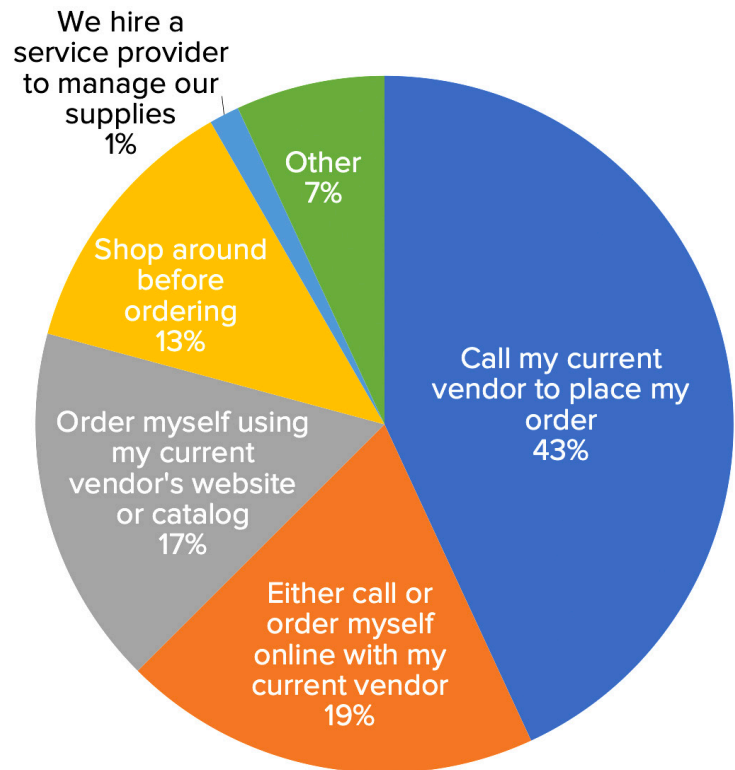14%

Shipping or lead times for new cards
16%

MOST INDIVIDUALS UNDERSTAND THE CONCEPT BEHIND PROXIMITY CARDS, BUT HOW DO THEY REALLY WORK?

Proximity cards are contactless cards, or key fobs, that you hold momentarily in front of a door reader to gain access to a building. These technology cards use RFID (radio frequency ID) which is a wireless technology that enables communication with the access control server, deciding whether to allow entry to the user. When printed with visual and/or encoded credential information - through the use of an ID card printer - proximity cards can double as identification cards, while offering benefits including:

- **Security –** Protecting organizations by monitoring and managing physical access to the building and internal departments

- **Attendance –** Data is available regarding who is in the building and their arrival time

- **Durability –** Since proximity cards do not need to be inserted in a reader, they withstand less wear and tear that could damage the cards

- **Customization –** Proximity cards can be personalized and branded

- **Reporting –** Door access data can be used in automated reports or audits

Pie chart: How do you normally purchase your access cards/smart cards?

- We hire a service provider to manage our supplies **1%**
- Other **7%**
- Shop around before ordering **13%**
- Order myself using my current vendor's website or catalog **17%**
- Call my current vendor to place my order **43%**
- Either call or order myself online with my current vendor **19%**

HOW DO YOU NORMALLY PURCHASE YOUR ACCESS CARDS/SMART CARDS?

Despite cost of cards being a leading problematic item, respondents tend to order access cards from their current vendor, preferably by phone. This habit to continue purchasing from a current source unveils a large opportunity for proximity card purchasers. Becoming educated of brands and sources that may offer a better price/quality value would help shoppers alleviate their areas of concern.
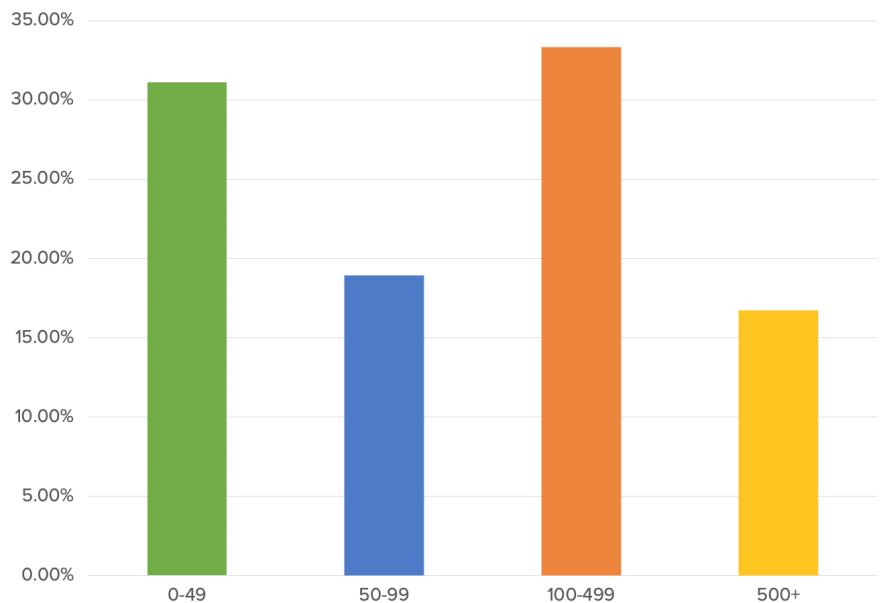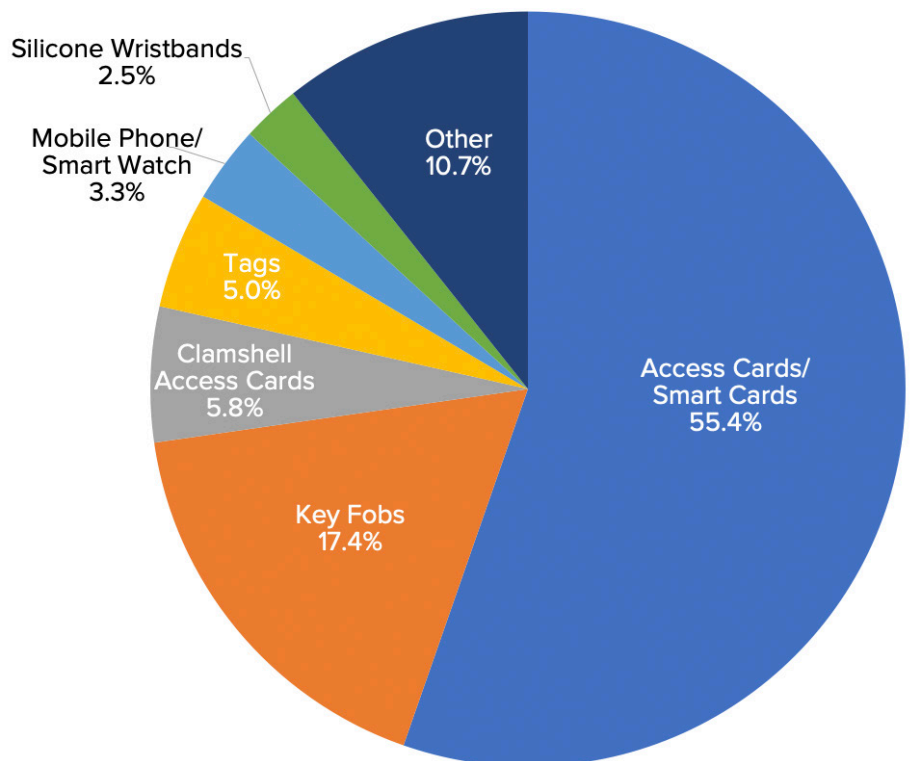
HOW MANY ACCESS CARDS DO YOU ISSUE IN A YEAR?

The survey results show a wide range in card issuance numbers, indicating the use of access control cards in small to large organizations and for multiple applications.

Overall, 50% of organizations order 100 or more cards per year. Government agencies tend to order higher amounts of access cards with 60% of organizations ordering 100 or more cards per year, followed in order by corporate, healthcare and education. It is not surprising that education institutions trail in the results, since most only issue proximity cards to faculty.

WHAT TYPE OF DEVICES DO YOU USE TO GAIN ACCESS TO YOUR ORGANIZATION'S BUILDING?

Standard PVC proximity cards are the dominant device used to gain access to buildings, followed by key fobs and other less conventional devices at a far distance.

Silicone Wristbands
2.5%

Mobile Phone/
Smart Watch
3.3%

Other
10.7%

Tags
5.0%

Clamshell
Access Cards
5.8%

Access Cards/
Smart Cards
55.4%

Key Fobs
17.4%

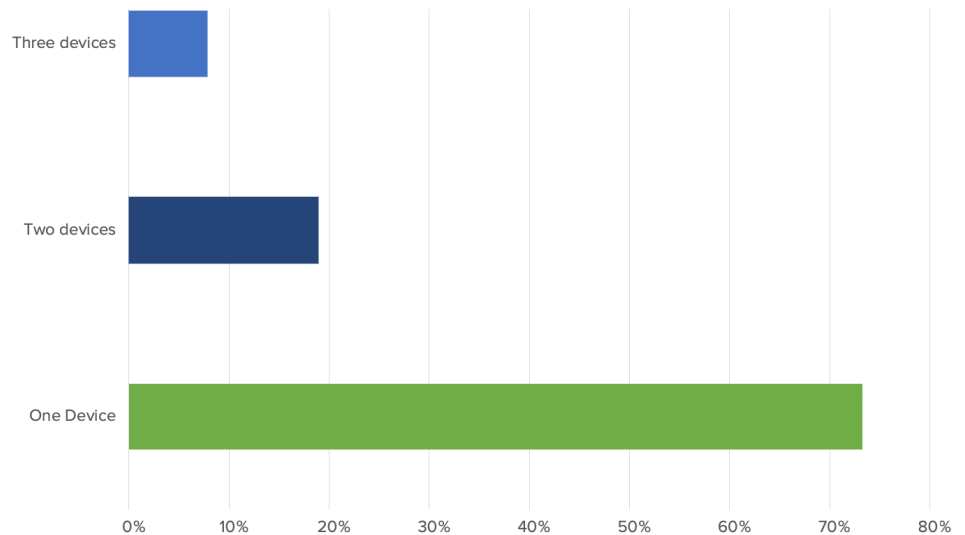idwholesaler.com

sales@idwholesaler.com

(800) 321-4405 x2

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HOW MANY TYPES OF DEVICES DO YOU USE?

Nearly three-quarters of organizations only uses one type of device and none uses more than three.

Chart: How many types of devices do you use?

- Three devices: ~7%
- Two devices: ~19%
- One Device: ~73%

(X-axis: 0% to 80%)

ValuProx

As is evident from the survey results, many access control purchasers could benefit from a new proximity card solution. At ID Wholesaler, we uniquely stock and program ValuProx proximity cards that are comparable to brands like HID, Keri, Kantech and AWID, which we also carry.

ValuProx cards provide the exact same technology, formats and exceptionally high quality as their name-brand equivalents at quicker turnaround and a much more affordable price. Customer benefits are:

- **Don't run out of stock:** We program cards in-house rather than ordering from a third party, allowing us to ship in just a few days.

- **Get the best price:** ValuProx cards offer savings of as high as 15% from their name-brand equivalents, as well as a Best Price Guarantee.

- **You'll enjoy easy ordering:** Your account manager and the ID Wholesaler website make ordering an easy process for first-time or repeat customers.

> "Like most folks, I appreciate a great value. I was convinced after we first started using ValuProx cards that I'd made the right decision. When I have something that works as well as ValuProx does, there's no need to try something else…"
>
> Matt G., Safety Director
> Evangelical Christian School, FL

ABOUT ID WHOLESALER

ID Wholesaler provides identification security solutions to more than 100,000 organizations - we take pride in our reputation as a trusted online retailer. Powered by knowledgeable industry experts, we're committed to exceeding customer expectations. With our easy-to-use website, unmatched product selection and pricing, dedicated Account Managers, and a certified Technical Support team, you're in good hands. We know ID. It's what we do.

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