



empire



# THE POINTE

## CASE STUDY

The Right Solution. The Right Partner.

voice | data | infrastructure | av | security





## BACKGROUND

The Pointe is a residential, student-based apartment complex nestled in the heart of State College, Pennsylvania, home to Penn State University. The growing number of co-living communities continues to rise in the region and therefore, staying on the leading edge of amenities and security is important in the residential market. Prospective tenants today consider smart technology a standard way of life, especially amongst Gen Z, Y, and upcoming generations. In addition, with the increasingly disturbing news headlines around the nation, security is a primary concern for many tenants.

From a property management perspective, The Pointe needed to optimize the living experience for their tenants. Their current key card access system was old, inconvenient, and approaching expiration. The Pointe needed to provide residents with a safer, more user-friendly, and convenient option for door access across the entire community while keeping security a top priority.



The Pointe is a residential apartment community in State College, PA.

## THE CHALLENGE

The Pointe utilized a key card entry system that was 15 years old. It had reached the end of its useful life and was no longer supported by the manufacturer. Originally, they had intended to simply replace their current system with an updated version. While the key cards may seem like an easy-to-use system, it still presents many challenges from an operational standpoint in addition to security risks. In essence, key cards share the same issues that a traditional keyed entry system would have:

- Magnetic key cards were often misplaced and easily prone to becoming demagnetized.
- Admin had to consistently recharge key cards or replace them, which is costly, time-consuming, and inefficient.
- Key cards were often shared with others and management couldn't control who had access to shared residences.
- There was no monitoring system to track who was accessing the buildings on any given day and time.
- There was no way to control access to common areas and shared facilities for maintenance personnel, vendors, staff, and tenants.

*Concern for tenant and property management security and safety.*



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## THE SOLUTION

Empire assessed the property, identified the needs, and proposed their keyless access control software system from SALTO Space instead of the keycard system they requested. After Empire explained the difference between the **door hardware system** The Pointe wanted and the **access control system** they were proposing, the decision was easy for management to make.

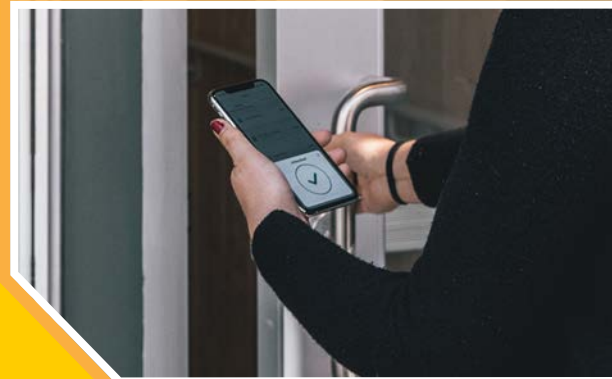
The SALTO access control system allowed management to not just allow residents to get into their apartments, they were now able to *control* the access. The flexible SALTO Space required no added expense because of SALTO's patented technology which allows the system to operate via JustIN mobile apps without the need for a wireless network.

### What does that mean?

Property managers could control who had access to what areas and during what hours. For instance, maintenance staff who were scheduled to work on certain units on a particular day could be given access to only those units between the hours of 8 a.m. and 3 p.m. Outside of those parameters, they are no longer granted access to those specific areas. Management would also have an audit trail showing who accessed what areas and at what times. The management team simply programs the mobile number associated with each resident into the SALTO software system. When the user scans the door access system using the JustIN mobile app, they have access to their apartment and common areas. Ultimately, this system eliminates the hassle, cost, inconvenience, and security worries associated with keycard access or other access control systems.

# SALTO

inspired**access**

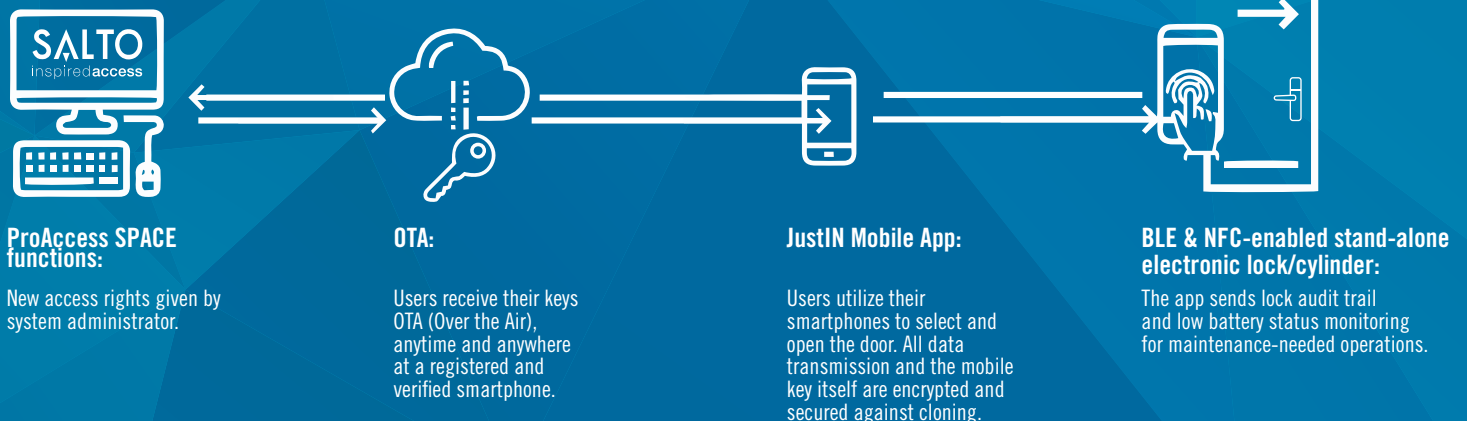


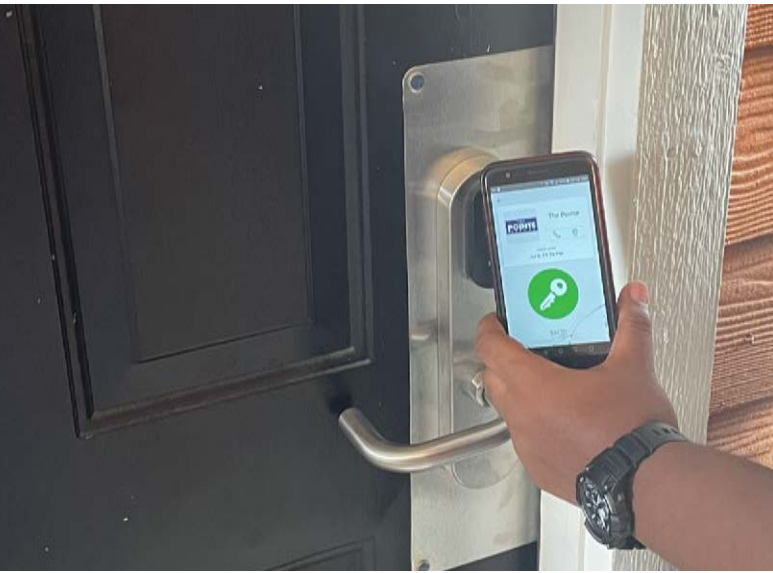
Residents use the JustIN mobile app to gain access to their apartment.

“ Empire has been wonderful to work with. They are very helpful if we have any questions or concerns about the new system and they continue to follow up with us to make sure we haven't had any issues. They got the project done in just a month and the integration process was very smooth. We've been impressed with the SALTO system and we love working with Ted and his crew.”

~Mandy  
Community Manager  
The Pointe

### HOW IT WORKS





## Benefits of SALTO Access Control System vs. Keycard Systems:

- Increased security and safety of the residents, staff, and maintenance personnel
- 24/7 access control using the SALTO Space Software combined with the JustIN mobile application
- Audit trail of area access by maintenance staff, outside vendors, and tenants
- Mobile application eliminates the costly process of replacing lost or demagnetized key cards, and only takes a few minutes to download
- Manage staff time effectively and efficiently – 24/7 monitoring system

## THE UNIQUE DIFFERENCE

What Empire proposed as the solution for The Pointe is an *access control system*, not simply door entry. But let's be honest – there are other companies that provide access control. So why is Empire's SALTO Space the best solution?

It's a patented data transfer system. All other door access systems need to operate on a wireless network. That means it either runs on the facility's existing network (which significantly slows down speed due to the amount of bandwidth usage), or it would have to install and maintain a separate wireless network dedicated to the access control system. Neither option is great. With SALTO Space software and their *unique patented communication system*, each individual lock communicates with each individual JustIN mobile app – with a 2-way imprint of data – **no extra network required**. That information is then transferred to the SALTO Space database at regular intervals, creating an accessible digital audit trail for each area.

## THE RESULT

By implementing SALTO Space at The Pointe, property managers are now able to monitor who is gaining access to the community buildings and when. They avoided the added expense of installing and maintaining a dedicated wireless network for the system because it isn't necessary. Overall security has increased and staff productivity, efficiency, and morale has increased due to the ease of operation! It has simplified the way they manage frequent changes of access as it only takes a few minutes to change a mobile phone number in the SALTO database or add a new one. Property managers receive fewer calls about key card issues and are more efficient with their time – focusing on increasing revenue and lowering unnecessary operating costs. *Additionally, the new access control system has been so well-received that many residents have chosen to continue to reside at The Pointe and they have even gained new tenants because of this new technology upgrade.*



“The new SALTO system has changed the way we live. We feel safer and our community is more secure than it has been in a long time. We don't have to worry about strangers coming into our space. It's so convenient too as I don't have to worry about losing or deactivating my key card. I can simply use my phone to scan the doors and that's it. The system has been great and it's so convenient and easy to use!”

~Cat

Community Resident  
The Pointe





# empire



## EMPIRE COMMUNICATIONS

For over 20 years, Empire has been a successful, privately owned WBE in Central Pennsylvania, providing small businesses to enterprise-level organizations with trusted solutions for unified communications, security, audiovisual, and network cabling. We're a Pennsylvania COSTARS vendor & give 24/7/365 support for our installed equipment. Our experts design custom security solutions with door access and security camera surveillance technologies with the latest video management software. We help businesses and educational facilities improve collaboration and operating efficiencies through our advanced AV technology, BYOD/phone systems, and other unified communication solutions. Empire has decades of experience in network cabling and can build your communication and data infrastructure from the walls out.

Empire is a proud partner of SALTO Systems to provide a smart, modern, easy-to-install electronic locking solutions without the cost and complexity of traditional mechanical access control methods. SALTO is well known for its innovative approach to access control, and its solutions have been implemented successfully across a variety of industries and applications worldwide. Their systems are designed to be seamless, user-friendly, and flexible, allowing for easy integration with other security systems and technologies.

## CONTACT US

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