

Provide readerless mobile credentials for access control systems you've already sold



Give your dealer and integrator network the option to resell readerless mobile credentials for the access control systems they already install and earn annual recurring revenue stream for every mobile credential enrolled across every site. Look outside of the traditional physical credential and hardware revenue model and add digital mobile passes as an additional managed service.

PROPOSITION

Cloud-managed NFC mobile credentials that work with the PACS you already install.

HARDWARE

No rip and replace. Just add a self-install Sentry Smart Access Tile are required for NFC door access.

COMPATIBILITY

Pre-built integrations with 20+ PACS brands, including prox systems.

DEPLOYMENT

Sites can be set up in hours remotely with no hardware to replace.

BILLING

Bill per enrolled user and generate annual recurring revenue.

MANAGEMENT

Issue and revoke mobile credentials via the Sentry Interactive Platform.



Help your dealers speed up project lead times

- ▶ Don't let budget, complexity and compatibility issues stall a dealer's mobile access upgrade project.
- ▶ Give your dealer network a competitive edge by selling cloud-managed readerless mobile credentials that work with pre-installed legacy on-premise or cloud-based access control systems.
- ▶ Readerless mobile credentials use a wireless Sentry Smart Access Tile for NFC access that can be installed without wiring and power.



A recurring line for your portfolio

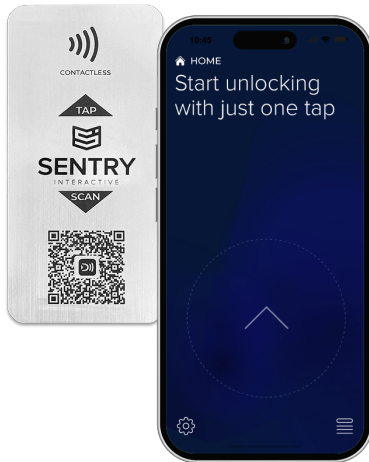
- ▶ Add a recurring per-credential model to the physical credential and hardware purchase model you operate.
- ▶ Let dealers bill it alongside the service and maintenance contracts they already sell as a subscription line item.
- ▶ Earn revenue for every enrolled mobile credential user your dealer network signs up, as an expansion to one-off hardware purchase and physical credential card sales.



Everything your dealers install stays the same

- ▶ Panels and readers already installed can stay exactly as they are; the customer's PACS head end still makes the final unlock decision.
- ▶ All that's added is a mobile credential layer integrated via the cloud into the cloud-based or on-premise system.
- ▶ Users can unlock doors with NFC tap-to-unlock, bypassing the reader hardware using wireless Sentry Smart Access Tiles.

Readerless mobile credential features:



- ▶ NFC tap-to-unlock or QR code scan access technology
- ▶ Remote door access via iOS or Android widgets
- ▶ Share up to 1000 re-assignable digital keys in one go
- ▶ Time, Geofencing, and IP access security restrictions
- ▶ Compatible with iOS and Android
- ▶ Adheres to NIST Cybersecurity Framework 2.0
- ▶ Asymmetric cryptography and Zero Trust
- ▶ Secured with multi-factor authentication (MFA) and smartphone biometrics
- ▶ Built with open standards
- ▶ Managed in the Sentry Interactive platform.



SIGN UP

Become a channel partner and add Sentry NFC mobile credentials to your product portfolio so that your dealer network can identify sites still running proximity cards or fobs that are ready to move to asymmetric NFC mobile credentials without replacing the panels or readers already installed.



STOCK & ENABLE

Stock Sentry Smart Access Tiles for dealers to install next to doors. No power, no wiring, no reader upgrade. Dealers integrate the software with their customers on-premise PACS and provision users remotely via the Sentry Interactive Platform or the PACS platform.



GENERATE RECURRING REVENUE

Credentials are billed per enrolled user, annually, so dealers can add it as a additional managed service alongside their existing installation and maintenance contracts to create yearly recurring revenue for them, and for you, not just a one-time sale.

How do we manage sites once it's set up?

You and your dealer network can control sites and end-users remotely via the Sentry Interactive Platform or via the PACS platform itself, setting time, IP, and geofence restrictions as needed. No site visit is required to manage who has access and when.

Do dealers need to rip out or replace any existing panels or readers?

If there is a pre-built integration with the PACS, the panels and readers already installed stay exactly as they are, and the customer's PACS head end still makes the final unlock decision. Sentry only adds a mobile credential layer via the cloud on top of the existing on-premise or cloud-based system.

How do we bill this to customers?

As a recurring line item rather than a one-time project. The distributors would bill dealers per enrolled user, annually, and can add it alongside their existing service and maintenance contracts as a subscription line item helping to shift the revenue mix, for them and for you, toward recurring rather than relying on new project work.

What's involved in the installation process?

Sentry Smart Access Tiles install next to any door in minutes. No power source, no wiring, and no reader upgrade required, since the tiles don't have a part number or compatibility spec to get wrong.