

FACEKEY 2027: MAKE IT HAPPEN!

THE 2027 INTEGRATOR'S GUIDE

More Projects. Better Profits. A Stronger Business.

INTRODUCING FACEKEY FIRSTSTEP™

Your First Installation. Our Team Beside You.

New to FaceKey? Our engineering team will work directly with you on your first installation, helping your technicians prepare, configure, and get started with confidence.

Why FaceKey is worth your attention: practical biometric security, new modernization opportunities, and a manufacturer invested in your success.



What's in it for my business?

Every security integrator faces the same pressures: finding qualified technicians, controlling installation costs, winning new work, and protecting profit margins. FaceKey offers a reader-centric approach designed to make your existing team more productive.

More work without automatically adding more people

In suitable new installations, FaceKey's reader-centric design can reduce traditional control panels, associated cabling, and installation steps. Less time on one job can free skilled technicians for the next.

Better project economics

When installation hours fall and selling prices remain appropriate, project gross profit can improve. Additional available technician hours may also create capacity for more projects. Actual savings depend on door hardware, site conditions, configuration, and the final design.

An illustrative example — not a guarantee

If a project normally requires 120 technician hours, a 25% reduction would free 30 hours. At a loaded labor cost of \$75/hour, that represents \$2,250 in potential labor-cost savings, before considering any differences in equipment, licensing, integration, or other expenses.

A stronger business over time

The opportunity is larger than a single installation: better labor utilization, more projects completed with existing staff, and satisfied customers who invite you back for future work. That is the path to stronger profitability and financial stability—not a promised outcome, but a business goal worth evaluating.

Why Should I Offer FaceKey Products to My Customers?

Because customers want better security, simpler systems, and more value from the systems they already own.

Know who is entering

Cards can be lost, loaned, or shared. FaceKey face and fingerprint recognition help verify the identity of the authorized person, not simply possession of a credential.

Make access control simpler

For suitable new installations, FaceKey's reader-centric architecture can reduce conventional control panels, associated wiring, and equipment to maintain.

Modernize without starting over

FaceKey Smart Bridge is designed to synchronize FaceKey and existing access control databases, making it possible to add biometrics at selected doors while preserving supported legacy operations. Each integration must be validated.

Solve more customer problems

FaceKey offers options for access control, workforce time and attendance, muster, portable identification, and specialized vault applications.

Offer long-term value

A simpler installation and a phased modernization path can help customers manage capital spending and future maintenance costs. The actual savings depend on each project.

A reason to call your customers today

You can offer stronger identity verification where it matters most—without asking customers to replace everything they already own. That is a practical conversation worth having.

A product line that opens doors

PRO3 biometric access readers

Face and fingerprint recognition options help verify the person, rather than relying solely on a badge. Local biometric matching and network-based management support a reader-centric design. Confirm model-specific features and capacities during quotation.

Shepherd™ security management

The Shepherd platform supports access control, time and attendance, and muster applications. Confirm the software modules, licensing, reporting, and operational requirements for each project.

Crew Check Portable and specialized applications

Portable fingerprint-based identification can address temporary or mobile workforce needs. The Shepherd Vault System supports specialized vault-gate applications, creating opportunities beyond conventional door access.

Smart Bridge: modernize without a tear-out

Many customers need better identity assurance but do not want to discard an existing access control investment. FaceKey Smart Bridge is designed to synchronize relevant information between an existing access control database and FaceKey's database, enabling phased modernization where integration is validated.

- Add biometrics first at higher-security doors or critical locations.
- Retain established legacy operations and reporting where supported.
- Return to existing customers with a manageable upgrade proposal.
- Expand over time as the customer's needs and budget allow.

Each legacy integration requires review of database versions, field mapping, permissions, enrollment, and failure recovery. Compatibility must be confirmed before a project commitment.

Your reputation is on the line. Ours is, too.

Trying a new product line should not mean taking unnecessary risks with customer relationships. FaceKey wants integrators to start with confidence and know whom to call when questions arise.

FaceKey FirstStep™

Your First Installation. Our Team Beside You.

For a new integrator's first FaceKey installation, a qualified FaceKey engineer will work directly with the team to review the application, prepare for installation, assist with configuration, and help resolve questions.

Training, support, and engineering assistance

- Training: practical instruction for technicians on equipment, configuration, and operation.
- Technical support: assistance with installation questions, troubleshooting, and follow-up issues.
- Engineering review: project-specific guidance for system design and Smart Bridge applications.
- Evaluation: discuss a suitable demonstration or loaner arrangement before broader rollout.

Start small. Learn together. Grow from there.

You do not have to change your entire business to start working with FaceKey. Begin with one project, prove the installation approach, gain hands-on experience, and decide together where to go next.

Why work with FaceKey?

Founded in 1999, FaceKey brings long experience in biometric security, including specialized financial security applications and an established OEM history with the Diebold Nixdorf EVA II system. Our aim is to be accessible, practical, and invested in integrator success.

Your FirstStep Starts Here

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Tell us a little about your first project. We'll use this information to begin a practical discussion with your team.

Integrator / Company: _____

Contact person: _____

Telephone: _____

Email: _____

First project / customer:

Project location:

Approximate number of doors / users _____

Project type (check one)

☐ New access control installation ☐ Existing-door biometric upgrade

☐ Smart Bridge modernization ☐ Other: _____

Simple project drawing

PLACE POTENTIAL FACEKEY PROJECT DRAWING HERE

What would you like help with first? _____

Contact FaceKey for further information at sales@facekey.com or call 210-393-7018.

We look forward to hearing from you.

FaceKey Corporation

www.facekey.com | sales@facekey.com | (210) 826-8811



FaceKey Always Supports Integrators

Your Success Is Our Priority

From planning to installation and beyond, our team is with you every step of the way.



Expert Support

Work directly with our engineering team.



Installation Assistance

Help with preparation, configuration, and setup.



Training & Resources

Documentation, best practices, and technical guidance.



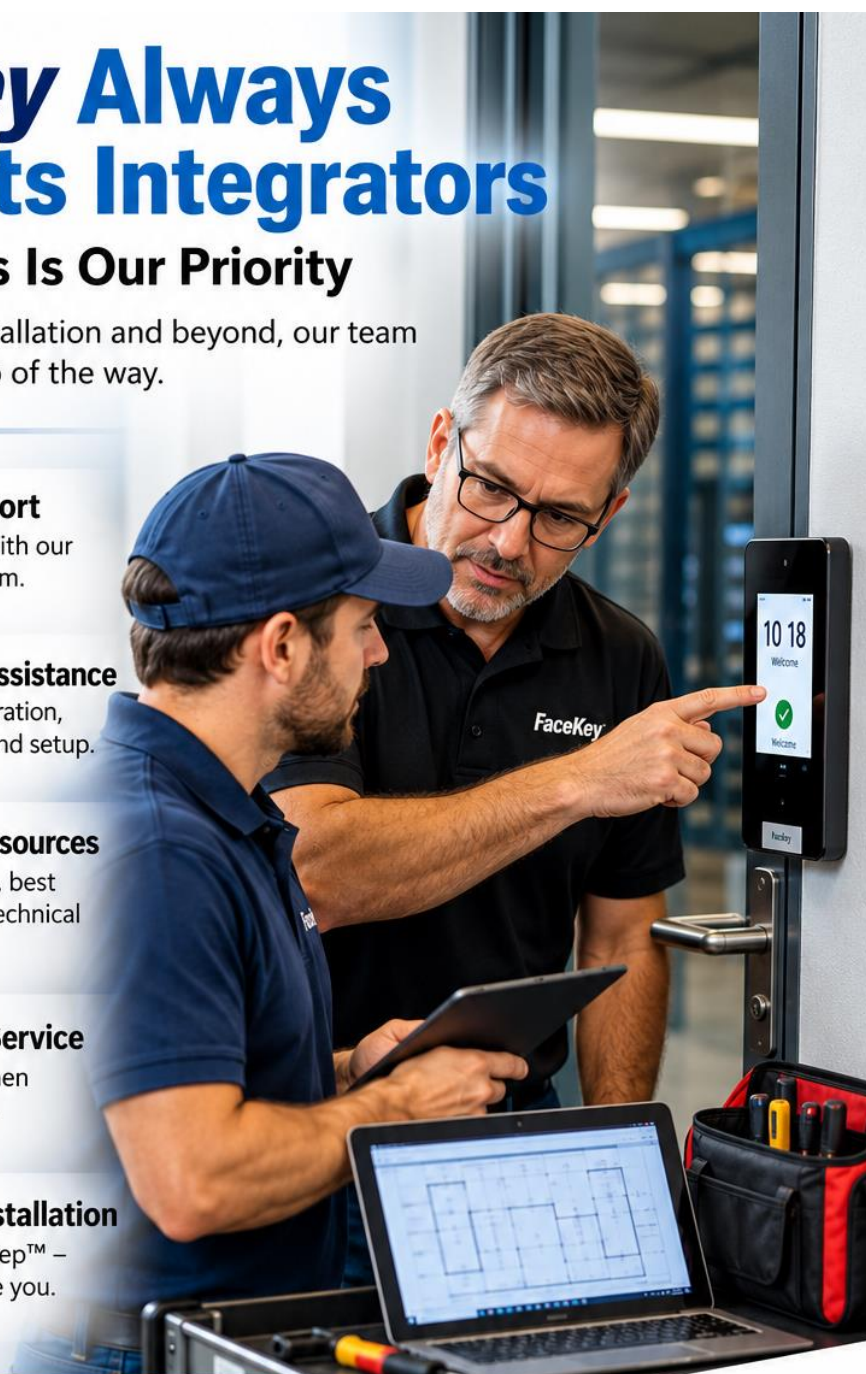
Responsive Service

Get answers when you need them.



Your First Installation

FaceKey FirstStep™ – our team beside you.



A STRONGER PARTNERSHIP BUILDS MORE OPPORTUNITIES

Practical biometric security.
New modernization opportunities.
A manufacturer invested in your success.



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