



**2023 Spring Conference at Rocky Gap Resort  
Flintstone, Maryland**

**Utilizing Electronic Access Control and Video Surveillance to Enhance  
Facility, Project, and Personnel Management**

**Zeus IT and Security (Steve Twomey - CEO)**  
(featuring Joe Moran Digital Watchdog and Tim O'Connor representing Keyscan)

**May 11, 2023**

# BIOGRAPHY

## Steve Twomey - Zeus IT and Security

Steve Twomey is a man with deep roots on the Eastern Shore of Maryland. Born on the Eastern Shore and raised in Queen Anne's County, Steve has always had a passion for computers and electronics. His love for technology has led him to earn various professional certifications in the areas of Information Technology, Cyber Security, and Digital Forensics, as well as certifications in Electronic Security and Life Safety. Steve is a dedicated husband to his loving wife of 18 years and is the proud father of 1 son and 2 daughters.

With over 20 years of experience Steve has developed an exceptional understanding of the industry. Driven by his passion and expertise, Steve founded Zeus IT and Security, a company based in Queen Anne's County that provides exceptional IT and security services to County and Local Government clients, as well as numerous commercial clients across the State of Maryland.

Steve's commitment to excellence has earned him a reputation as a leader in his field. He understands the importance of staying on top of emerging trends and technologies. As the founder and CEO of Zeus IT and Security, Steve is committed to providing his clients with the best possible service. He believes in building strong relationships with his clients and taking the time to understand their unique needs and requirements. Steve and Zeus IT and Security have earned a reputation for being a reliable partner that goes above and beyond to deliver results, exceptional customer service, and high-quality work every time.

## Joseph Moran – Digital Watchdog

Joseph Moran completed his Bachelor's Degree at University of Maryland, where he graduated with Magna Cum Laude honors. He brings with him over 15 years in the low voltage industry, including a focus in CCTV for the past decade. During that time, he has added value to countless rollouts in both the public and private sector and has been responsible for over \$100M in product deployments. Joseph has served the Northeastern United States as a Sales Manager for Digital Watchdog for the past 10 years and has designed projects with scopes ranging from one to hundreds of locations.

## Tim O'Conner – Keyscan (Dormakaba)

With 27 years of experience in the industry, Tim O'Conner has established himself as a seasoned professional. His career began in 1996 with a major manufacturer of Access, CCTV, Intrusion, and Fire Products, where he spent 14 years honing his skills. For the past 13 years, Tim has been running his own rep firm while also offering security consulting services. Six years ago, he started selling Keyscan, a brand of electronic access control systems. Additionally, Tim has served as the Associate Director of the Pennsylvania Burglar & Fire Alarm Association. In his personal life, he is a proud father of two boys.

# ABSTRACT

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## **Utilizing Electronic Access Control and Video Surveillance to Enhance Facility, Project, and Personnel Management**

- Security and access control are critical concerns for organizations of all types and sizes.
- Utilizing electronic access control and video surveillance can provide significant benefits, not only in terms of security but also in enhancing facility, project, and personnel management.
- We will explore the various ways in which electronic access control and video surveillance can be utilized to improve organizational efficiency and security.
- We will discuss the benefits of using electronic access control systems to manage facility access and track personnel movement, as well as how video surveillance can be used to monitor critical areas and improve project management.
- We will also cover some of the latest technologies in electronic access control and video surveillance, including secure credentials, advanced analytics, and systems integration.
- By the end of this presentation, attendees will have a greater appreciation for the role that electronic access control and video surveillance can play in enhancing facility, project, and personnel management, as well as an understanding of some of the latest technologies in these fields.

# What is Electronic Access Control and what are the benefits of utilizing it?

**Electronic Access Control** refers to electric locks, card readers, or access control credentials (cards, fobs, or biometrics) that provide a way to permit and monitor access through doors or gates to tenants, employees, or other designated parties.

## Benefits

- Increased Security
- Enhanced Accountability and Auditing
- Improved Efficiency





Presented By:

Tim O'Connor  
CHARTRAND  
Associates

# dormakaba EAD Presentation

**dormakaba** 

Who we are

# dormakaba

# Globally leading in smart and secure access solutions.



Industry experience  
since 150+ years



Global presence with  
~ 15,000 employees



Worldwide top three  
market position



**Stock-listed**  
SIX Swiss Exchange  
(DOKA)



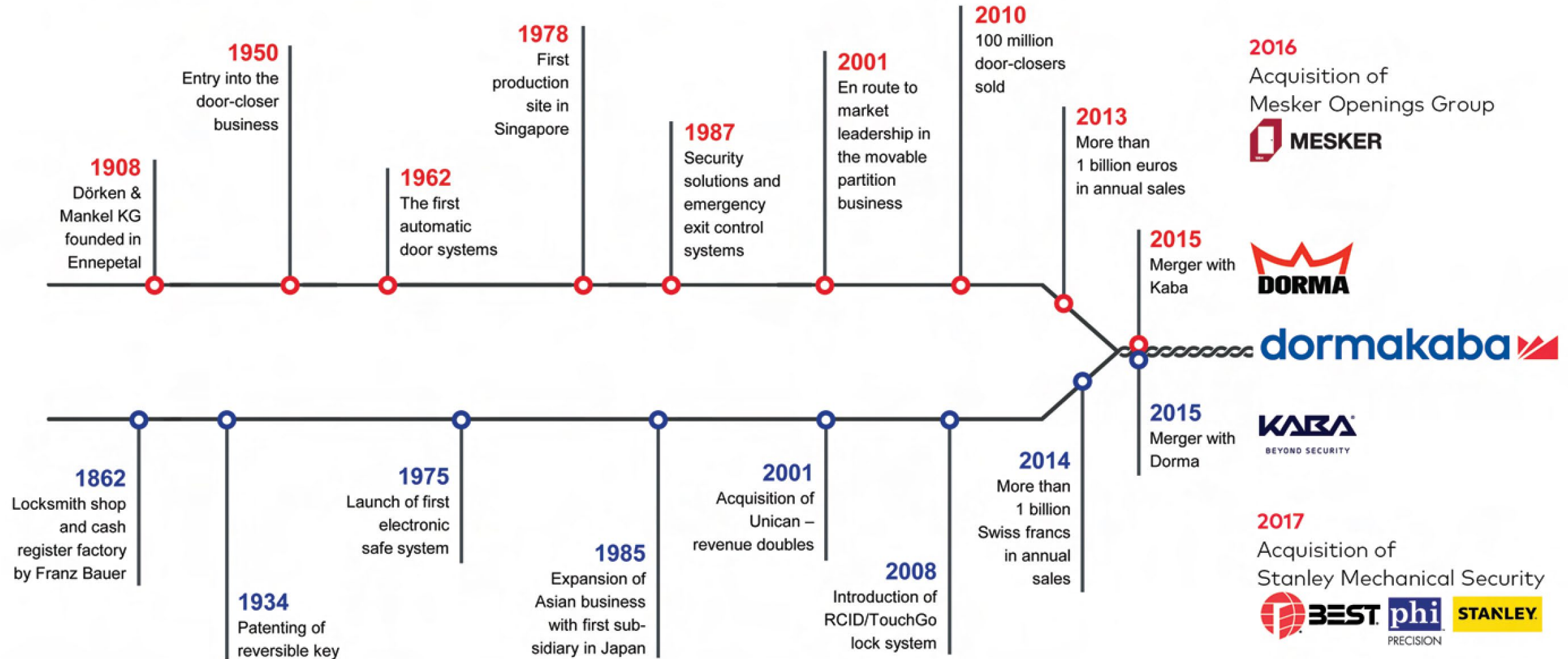
**CHF 2.7 billion**  
net sales in 2021/22



Sustainable and  
future-oriented  
entrepreneurship

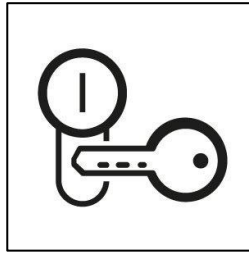
# A history that defines security and convenience

## Building trust for more than 150 years.



# Our offerings – smart and secure access solutions from a single source = EAD

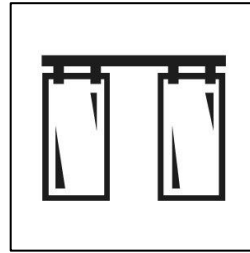
## Access Solutions segments



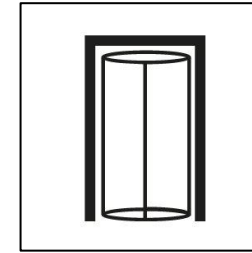
- **Master Key Systems**



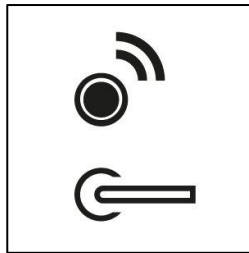
- **Services**



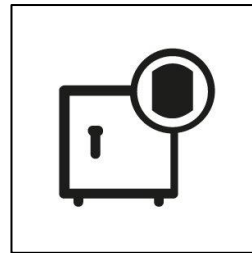
- **Interior Glass Systems**



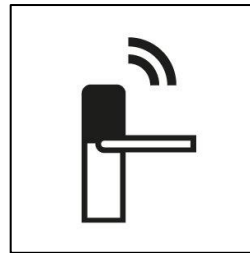
- **Entrance Systems**



- **Lodging Systems**

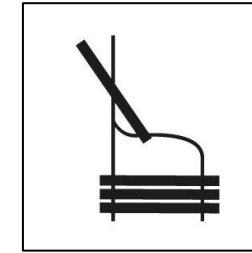


- **Safe Locks**

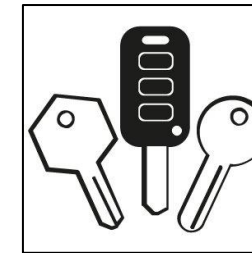


- **Electronic Access & Data / Door hardware**

## Other segments



- **Movable Walls**



- **Key Systems**





# Your trusted partner for access solutions

Trusted brands



# Keyscan Access Control Systems - History

In business since 1984 originally as CARDAC

System I and II software discontinued in 1993

System III produced from 1994-1999

Hit US Market in 2000 – first US Employee was Paul DeLaski in New Jersey

First Dealer was Valley Forge Security Center, PA

System V produced 2000-2007

System VII Produced 2007-2014

Aurora introduced January, 2014

Acquired by Kaba in November of 2014

Merged with Dorma in July of 2015

Over 36,000 sites utilize Keyscan in North America



# Defining Electronic Access Control

- In the field of physical security, access control is the selective restriction of access to a place or other resource.
- Electronic access control uses electronic components including controllers, locks, readers and sensors to control entry/exit.
- Individuals are provided with a credential to identify themselves
- Each time a credential is presented to a reader 2 things happen:
  1. Questions are asked that determine whether the door will unlock

**WHO      WHERE      WHEN**

2. An Audit trail is created

## Defining Access Control

Electronic Access Control manages access to a facility the way keys cannot

All of these benefits speak to the advantages of installing an access control system

- To lock and unlock doors from virtually anywhere
- To restrict access to specific times so that a client never has to guess who is in their facility
- To reduce the cost of and time delay related to rekeying doors (thousands of dollars)
- To reduce the hassle of obtaining keys from terminated employees
- To reduce the concerns related to keys being duplicated
- The opportunity to add reporting capabilities



## Access Control Points

Any access point to an area that requires control of entry/exit may be secured by an access control system:

- Main entry or exterior doors
- Server, supply, file room doors
- Parking entry/exit gates and arms
- Turnstiles
- Elevator floors and Call Buttons
- Cash, drug, or jewelry containers
- Safes and vaults
- Server Racks
- Ambulances

# Keyscan Access Control Systems



## KEYSCAN AURORA

- No annual licensing or annual fees
- Unlimited number of readers or panels / sites
- Unlimited number of sites per Keyscan system
- No fees for adding readers, panels, or even sites to the system
- No fees for additional facility / batch code support

*(Panels support 256 concurrent facility/batch codes)*

- Support for multiple concurrent card formats
- No software upgrades from basic, to standard, to enterprise are required as base software is completely scalable from 1 to unlimited doors
- North American Tech Support
- Keyscan's reputation for reliability far exceeding the 7-10 year industry average lifespan.

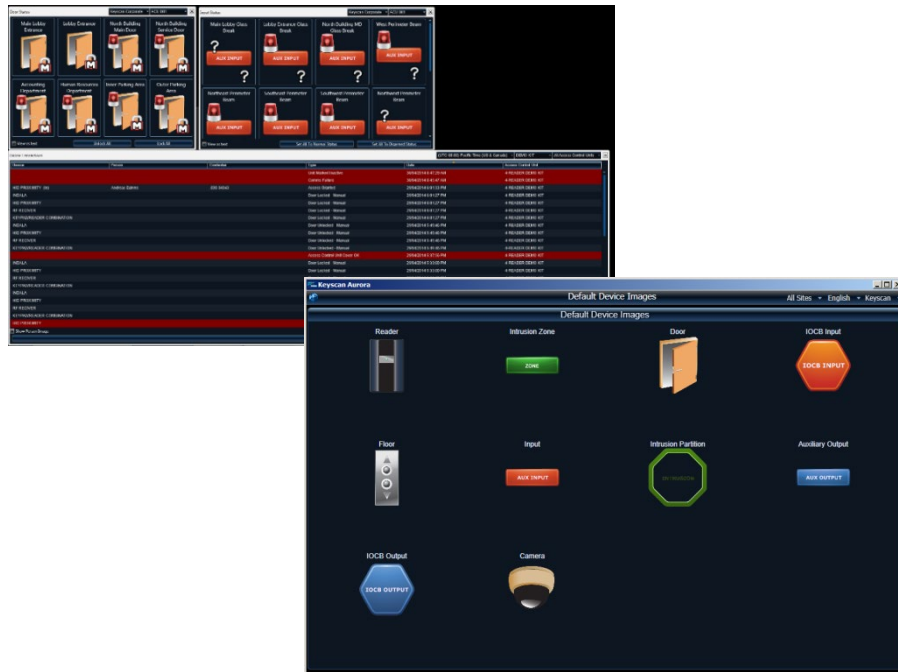


# Keyscan Access Control Systems



## Keyscan Aurora Platform Advantages:

- Panels are not server dependent
- Active mapping, Photo ID, and visitor management functions are part of base software
- SQL 2017 Express database with 10GB storage  
*(Upgradeable to full SQL 2017)*
- Multi-threaded communication structure
- All data changes are auto uploaded to panels
- People centric instead of credential centric
- Multi-site data entry for people and credentials
- Multiple credentials assignable to a single person
- 10 assigned groups to a single credential
- Present 3 Functionality
- Disaster Recovery



# The Evolution of Reader & Credential Technology

- Keypad
- Barcode
- Mag-stripe
- Proximity
- Contactless Smartcard
- Multi-Technology
- Biometrics
- Short Range Wireless Technology (RF, NFC, BLE)





# Keyscan Access Control Systems – Kaba E-7900 Wireless Lock

Reader *ONLY* functionality

Supported credentials:

- Keyscan MIFARE and BLE
- Keyscan Elite Key iClass (Aurora Only)
- HID iClass Classic and MIFARE smart-card (13.56MHz)
- HID iClass Classic SEOS (13.56MHz)
- HID proximity (125kHz)

Wireless Built-In

Field selectable handing

ANSI BHMA Grade 1

Key Override for Emergencies

Privacy Feature



# Keyscan Access Control Systems **Partners**



The Open Platform Company



ALLEGION™



thyssenkrupp



Active Directory



- We've adopted a Best-in-Class Integration Approach:

1. VMS Integration
2. Wireless Lock Integration
3. Visitor Management Integration
4. Active Directory Integration
5. Intrusion Integration
6. Biometric Integration
7. Specialized Strategic Integrations

# Provide peace of mind without compromise

## Keyscan Aurora Enhanced Lockdown

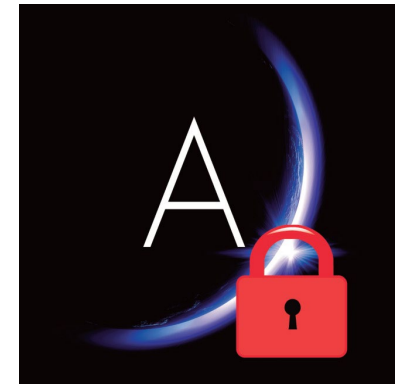
**Distributed Intelligence Software** – System can be configured securely from a Server.

**Network-Based Lockdown Initiation** - Administrators can initiate a lockdown with a fob wirelessly or through a desktop icon on any PC on the network with Aurora.

**Cost-Effective Customization** – Lockdown/Lockout can include a single door, a set of doors, an area of the building, or the entire building or campus. Three different scenarios can be created.

**Emergency Notification** – System can send emails, trigger alarms or other programs.

**Scalable** - Easy installation and maintenance allow for the system to grow either hardwired, wireless locks or a hybrid of both as needs change.



# RCI

- Electromagnetic Locks and Electric Strikes
- Power Supplies
- Traditional Switches and Buttons
- Touchless Switches
- Electromechanical Specialty Locks
- Keypads, Readers, and Credentials



# Keyscan Access Control Systems

## Reasons to do Business with Keyscan

- Our People – Best in the Business – We seek out and recruit the finest at every level
- Free North American Based Tech Support – East Coast Based 9-6 in ENG, FR, ESP
- Pre-Sales Engineering Support – Application Assistance and Bills of Material
- System Design Help – Templates and In the Field Reps to aid in Design
- End-to-End Manufacturer – No Disjointed Support
- No Annual Fees – Huge ROI Savings for End Users
- Solid Reputation – In Business Since 1984
- Reliable Equipment – 0.03 Failure Rate in 5-Year Warranty Period
- **Dealers and Distributors can make money off our product because of reputation and longevity**

# Keyscan Access Control Systems



- Manufacturing & Industrial
- Retail
- Health Care
- Utilities & Energy
- Transportation
- Automotive
- Banking & Finance

- State & Local Government
- Federal Government
- Commercial
- Hospitality
- Sports & Leisure
- K-12 / Higher Ed

- Commercial
- Multi-Family Residential
- Hospitality
- Sports & Leisure
- Historic Sites
- Logistics
- Retail

# Keyscan Access Control Systems

## Prominent End Users

- NFL Headquarters
- Walter Reed Medical Center
- Duke University Hospital
- Long Island Railroad
- Chicago Bears Training
- Hudson River Parks & Rec
- Seattle City Schools
- Quest Diagnostics
- Temple University
- Italian Embassy
- Cleveland State University
- Four Roses Distillery
- Mohawk Flooring
- XPO Logistics
- Lululemon
- Sonic Automotive
- Aldi Foods
- Keeneland Race Course
- City of Madison, WI
- Estee Lauder
- MLB Advanced Media
- Nestle
- Compassion First
- Legoland, FL
- Nashville City Center
- Dekalb County, GA
- Atlantic General Hospital
- Duracell
- Continental Mills
- UFC

# Thank you for your time and attention!

Presented By:

Tim O'Connor

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**dormakaba** 



# What is Video Surveillance and what are the benefits of utilizing it?

**Video Surveillance System** or **CCTV System** refers to a system composed of cameras, monitors, and recorders that are deployed for the purpose of monitoring and recording visual activity.

## Benefits

- Deterrence
- Surveillance / Awareness
- Investigation
- Improved Project Management

**DW** • DIGITAL  
WATCHDOG®  
*Complete Surveillance Solutions*



The background of the slide is a night-time aerial view of a city skyline, likely New York City, with numerous skyscrapers illuminated. Overlaid on this background are several glowing blue arcs and points, suggesting a network or data flow. The logo for Digital Watchdog is prominently displayed at the top. It consists of the letters 'DW' in a large, bold, orange font. To the right of 'DW' is a black circle with a white semi-circle on its right side. Further to the right, the words 'DIGITAL' and 'WATCHDOG' are written in a dark, sans-serif font, stacked vertically. A registered trademark symbol (®) is located at the end of 'WATCHDOG'.

**DW** DIGITAL  
WATCHDOG®

Built for Users.™

The Right Solution for Your  
Application.

**Joseph Moran**

Sr. Regional Sales Manager – Northeast US |

Rev: 05/23

[digital-watchdog.com](http://digital-watchdog.com)

# Company Profile

Digital Watchdog® (DW) empowers our customers as the industry-leading single source of complete and open platform solutions for all video surveillance applications (analog / IP enterprise), focusing on usability and return on investment (ROI).

- Founded 1987 (Kaltec Electronics)
- DW entered the market in 2006
- Rapid Expansion in the Americas and Asia-Pacific
- 15 Consecutive Years of Strong Revenue Growth
- Engineered in the USA and Korea
- Manufactured in USA and Korea and Vietnam



# Why Choose DW?

## Manufacturing and Compliance



Trade  
Agreements  
Act FAR 52.225-5

DW<sup>®</sup> IP cameras, analog cameras, NVRs, DVRs, network devices and management software sold and distributed worldwide are designed and developed in U.S.A. and Korea. Manufacturing is done in Korea.

Most DW products qualify for GSA Schedule Contracts and other government opportunities because they are NDAATAA compliant.



# Leading Brands Turn to DW®

### EDUCATION

Logos for various educational institutions including The University of New Mexico, Katy Independent School District, Cincinnati Public Schools, University of the Incarnate Word, Dayton Public Schools, University of West Florida, Columbia Public Schools, Renaissance Charter Schools at Pines, Columbus City Schools, and Campbell University.

### HOSPITALITY

Logos for various hospitality brands including W Hotels, Hilton Worldwide, Walt Disney World Swan and Dolphin Resort, Hyatt, The Ritz-Carlton, Hilton Garden Inn, Microtel by Wyndham, and Red Roof.

### AUTO DEALERSHIPS

Logos for various auto dealerships including Mercedes-Benz, Ford, BMW, Toyota, Subaru, and Bergen County Harley-Davidson.

### HEALTH CARE

Logos for various health care organizations including Martha Jefferson Hospital, UAMS, Cleveland Clinic, NorthSpring Behavioral Healthcare, NCH Healthcare System, Orlando Health, and Jupiter Medical Center.

### DATA CENTERS

Logo for Google.

### AGRICULTURE

Logo for Gemperle Family Farms.

### CANNABIS

Logos for various cannabis brands including Flora Farms, Nature's Remedy, Pharmaco, Nirvana Center, GreenPharm, Vortex, Joyology, and Grassroots live deeply.

### BANKING / FINANCIAL

Logos for various banking and financial institutions including HSBC, Chase, Alterna Savings, First Bank, and Jax Federal Credit Union.

### GOVERNMENT

Logos for various government agencies including the Department of Justice, National Park Service, Library of Congress, DMV, Maricopa County, Smithsonian, Department of the Interior, NOAA, Retrieving Freedom, and the Department of Commerce.

### HOUSING

Logos for various housing organizations including New York City Housing Authority, Community Housing Partnership, and SHRA.

### ENTERPRISE

Logo for T-Mobile.

### PARKING

Logo for WallyPark Airport Parking.

### PORTS

Logos for The Port of Long Beach and Port of Miami.

### LOGISTICS

Logo for Sunoco Logistics.

### MANUFACTURING

Logos for various manufacturing companies including Pepsi, Lockheed Martin, Samsung, Konica Minolta, Steinway & Sons, and Midwest Metal Products.

HD Video Surveillance Made Easy.™

# Complete Analog      Complete IP

## End-to-End Solutions



STAR-LIGHT Plus Universal HD Cameras



VMAX A1 Plus™ Digital Video Recorders



C3™ Analog CMS



DW Spectrum™ IPVMS



Blackjack™ Network Video Recorders/Servers



VMAX IP PLUS™ NVRs



MEGApix® IP Cameras

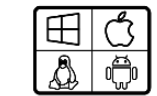
# Why DW Spectrum® IPVMS? Simple, Scalable, Enterprise

- 1 Open architecture / cross platform
- 2 Interface is dramatically easier to use
- 3 Enterprise features are standard
- 4 Part of a complete end-to-end IP solution
- 5 Lifetime upgrades included / no annual agreements
- 6 Scalable from one to thousands of devices
- 7 Cloud client and data proxy **DWcloud™**

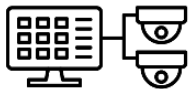
**DW spectrum**  
IPVMS  
Complete Scalable Video Management



Made in U.S.A. 



Cross Platform



Auto Device Discovery



Customizable Layouts



Forensic Spyglass™



Smart Motion Search™



Seamless Transition



Rules & Actions  
Event Customization



Enterprise Scalability



End-to-End Solution









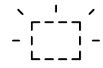












No Annual  
Agreements

# Intelligent Video Analytics and Video Content Analysis

- Artificial Intelligence (AI) has revolutionized the way we understand and utilize video surveillance.
- AI technology can be integrated into video surveillance systems to help detect and alert people to potential threats and anomalies, as well as to automate the process of monitoring and analyzing footage.
- DW's Ai servers empower users with deep learning object and people tracking, and color filters.



**Pro** Linking rules and creating complex filters allowing users to reduce false alarms

 Zones	 Tamper	 Presence	 Counting	 Counting Lines	 Appear	 Disappear	 Stopped
 Enter	 Exit	 Dwell Filter	 Tailgating	 Object Left	 Metadata	 Logical Rules	 Direction
 DL Filter	 DL People Tracker	 Object Tracker					





# Combined Solution



When combining Video Analytics and Logical Rules, perimeter protection devices can be used to respond to events in real-time. All devices can be controlled and managed remotely via DW Spectrum.

- Infrared and white light LED illuminators
- All-in-one IP Talk Down Speakers
  - Activate to deter crime
  - Pre-recorded and live messages
    - Public Safety Messages and Guides
    - Operational guidelines and announcements
  - Power over Ethernet (PoE+)



# DW Sales Territory Map

## DW Sales Territory Map - Regional Sales Managers and Sales Engineers

### Sales Contact Information

#### US - West Region

**DW Sr. Regional Sales Manager**  
 Carl Huntsman  
 m: (702) 817-8915 e: carl@digital-watchdog.com

#### West - Northern CA & Reno

**DW Territory Manager**  
 Robert Stoddard  
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#### West - SoCal

**DW Territory Manager**  
 Aram Seropian  
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#### West - AZ, NM, Las Vegas, El Paso

**DW Territory Manager**  
 Chris Plunkett  
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#### US - North Central Region

**DW Sr. Regional Sales Manager**  
 Jason West  
 m: (815) 209-6113 e: jason@digital-watchdog.com

#### US - South Central Region

**DW Regional Sales Manager**  
 Kyle Seay  
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#### US - Northeast Region

**DW Sr. Regional Sales Manager**  
 Joe Moran  
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#### US - Southeast Region

**DW Regional Sales Manager**  
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**DW National Sales Manager**  
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### Sales Engineers Contact Information

#### US - No. East

**Sales Engineer - Scott Cappelletti**  
 p: (401) 291-7103 e: scottc@digital-watchdog.com

#### US - No. Central

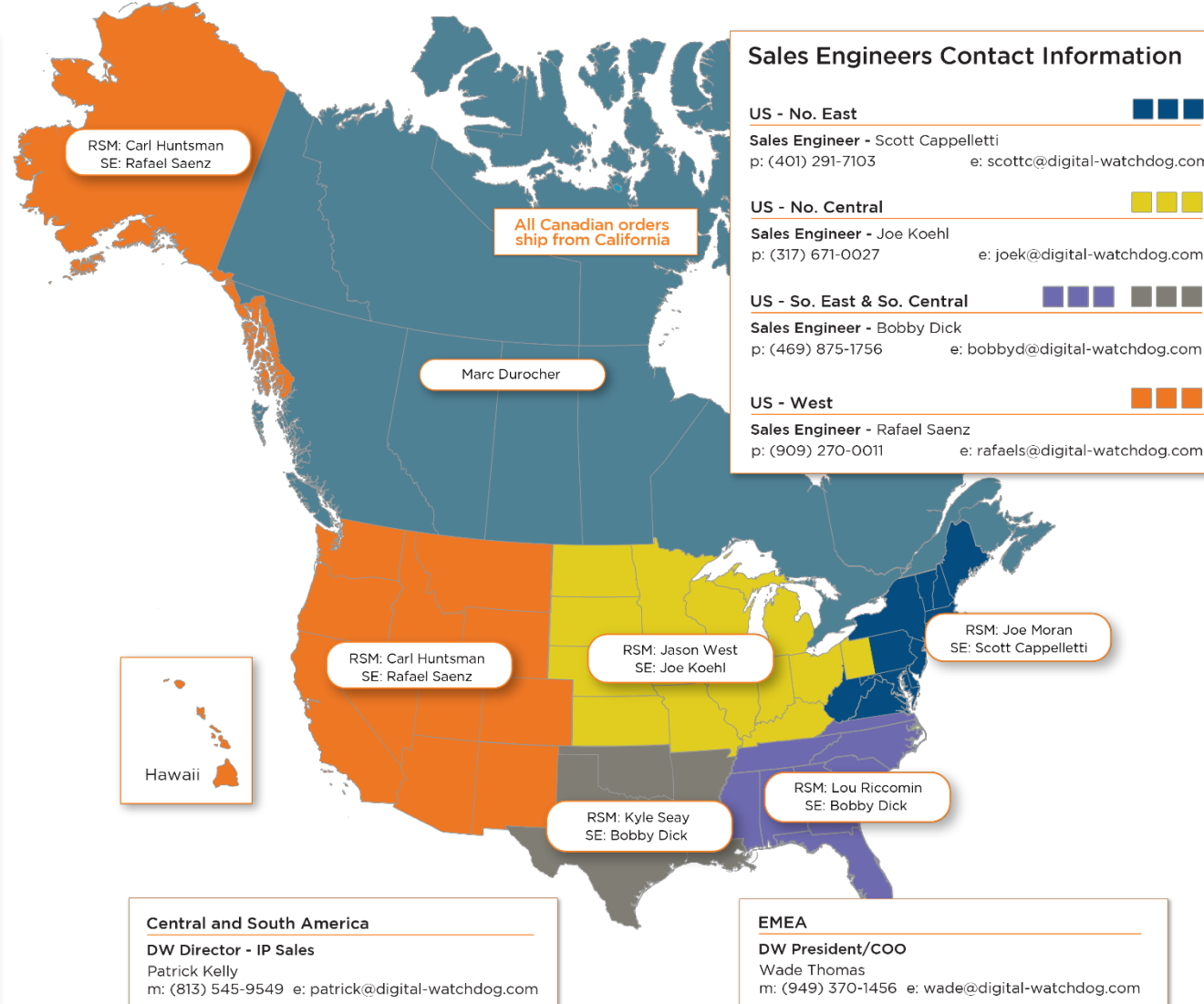
**Sales Engineer - Joe Koehl**  
 p: (317) 671-0027 e: joek@digital-watchdog.com

#### US - So. East & So. Central

**Sales Engineer - Bobby Dick**  
 p: (469) 875-1756 e: bobbyd@digital-watchdog.com

#### US - West

**Sales Engineer - Rafael Saenz**  
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# DW Sales Territory Map

## DW Sales Territory Map - MANUFACTURER REPS

### Contact Information

#### Western US Region

##### Professional Sales Representatives

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**Kraig Lujan:**  
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**Christina Elliott:** AK, HI, OR, WA  
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**Adam Sisbarro:** CO, AZ, WY, NM & El Paso TX  
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**Taylor King:** UT, ID, MT  
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**Kelcie Murayama:** No. Cal, Bay Area, No. NV  
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#### Midwest Region

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**Dave Nalezny:** MN, SD, ND  
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**Brandon Starck:** IL, WI  
m: (312) 639-1291 e: brandon@smc7.com

**DJ Bass:** No. OH, Western PA  
m: (614) 545-8985 e: dj@smc7.com

**Karli Freeman:** KY, IN, So. OH  
m: (502) 780-3391 e: karli@smc7.com

#### South Central Region

**PAR Products** (903) 814-6939

**Justin Brown:** No. TX, Dallas, OK, AK and No. LA  
m: (817) 243-9687 e: justin@parproducts.com

**Dan Cranford:** So. TX, Austin, San Antonio, Houston, So. LA  
m: (218) 707-6715 e: danny@parproducts.com

**Scott Orf:** MO, IA, NB, KS  
m: (314) 225-5800 e: scott@c-products.com



### Contact Information

#### Northeast Region

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**Ray Wall:** RI, CT, MA, ME, VT, N.E. NY  
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**Fred Mawson:** N.W. NY and No. NJ  
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#### Southeast Region

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**Alan Higgins:** VP of Business Development  
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**Wendy Campagna:** No. and Central FL  
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# Why Choose DW?

## Product is available!

### We have inventory ready to ship.

- DW ships from two locations inside of the US in Cerritos, CA and Tampa, FL.
- We've been fortunate with minimal supply chain issues many others are dealing with.
- Inventories in both DW locations are stocked and ready to ship!



Questions?

Thank you!



**Contact us!**

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U.S. Department of Transportation  
Federal Highway Administration



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## Integration of Electronic Access Control and Video Surveillance Systems

- Benefits of Integration
- Link video clips to the access control transaction log
- Centralizing logs and data will improve security and allow real time response
- Increase efficiency by reducing manual tasks



# Additional Benefits of Integration

- Triggered actions to grant access
  - opening a gate when a certain license plate number is detected
  - opening a door based on facial recognition
- Increase security by requiring several conditions to be met (Multi Factor Authentication)
- Deny access based on variables such as body temperature, plate number, or facial recognition



# Additional Integrated Systems

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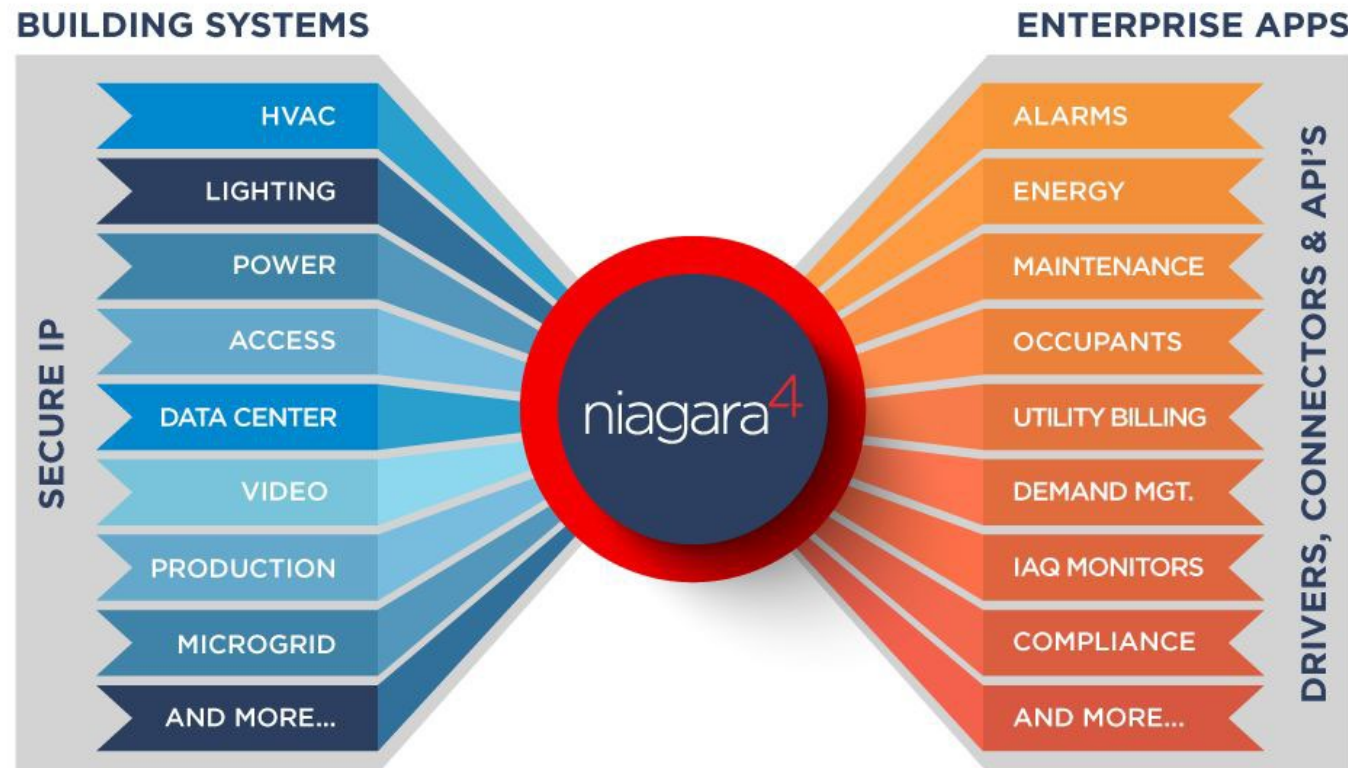
- Intrusion Detection Systems or burglar alarms
- Intercom Systems and VoIP Phone Systems
- Fire Alarm Systems





What is a Building Automation System and What are the Benefits of Using it?

- Building automation is the process of using technology to automate various systems within a building, such as lighting, temperature control, and audiovisual equipment.



# Long-Term Return on Investment

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- Enhanced security and safety
- Save money by deterring theft
- Save money by increasing efficiency
- Reduce Losses





# ZEUS

## IT and Security

### 1-877-236-ZEUS

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- Information Technology
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- VoIP Systems and Service
- Lock Hardware
- Physical Security Audit
- Access Control Systems
- Video Surveillance
- Intrusion Detection / Burglar Alarm Systems
- Fire Alarm Systems
- 24 Hour Monitoring Services
- Building Automation Systems
- Audio and Video
- Intercom Systems

# QUESTIONS?

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