



## The True Cost of Rekeys – How InstaKey Can Save Thousands

### Traditional Rekeys

Picture this scenario: Your trusted store manager John Doe has keys to your store. John has the ability to lock and unlock the store, arm and disarm alarms, and gain access to the safe. In essence, all of the store's money lies in your trusted manager's hands. But wait - it turns out that John shouldn't be so trusted after all. You find out late in the afternoon from another store manager that John took money without authorization and hasn't shown up for two days. You have obviously let him go at this point, but he still has the most valuable item in your store – the keys. John has unlimited access to your store and everything in it. Due to the fact that he has already taken money from the store, you fear that John will come back and take more. This means that you now need to go through the cost and hassle of rekeying your store to protect your assets. Your store is on a managed key system, so you need to have a technician come out to perform an after-hours emergency temporary rekey and then they will have to return to install the new permanent key system. This is going to cost you a lot of money, not to mention hassle that you don't need.

At LockNet, we see this scenario play out on a daily basis. Rekeys are a necessity for any company in the retail or restaurant industry; however, they can also be a costly hassle. Many organizations opt to have their locations on managed key systems. Managed key systems allow for a higher level of security, and are also easier to control and administer versus haphazard systems on every store. The only downside to them is that emergency rekeys can be expensive.



An emergency rekey involves the following steps:

1. 1<sup>st</sup> trip to provide temporary keys and cores
2. Purchase of temporary keys and cores
3. 2<sup>nd</sup> trip to install the permanent keys and cores
4. Purchase of the keys and cores

For the average retail location that has 2-4 exterior doors, on average, a rekey costs around \$200-\$250. Some retail and restaurant locations have high turnover and must rekey their locations on a somewhat regular basis. For nine rekeys, this would total anywhere from \$1,800 to \$2,250.

### InstaKey Security System

Now picture this scenario: You know that the manager has the keys and know that the store must be rekeyed. All that you have to do is get a packet out of the safe, insert a key into your locks, and that's all. No technician is needed, no new cores are ordered, and minimal hassle was incurred. Then you call your key system provider and tell them to send you another packet to keep in your safe should the need arise again. You then sit back in your office chair and smile knowing that this cost you 75% less than what the process outlined in the emergency rekey steps would cost.

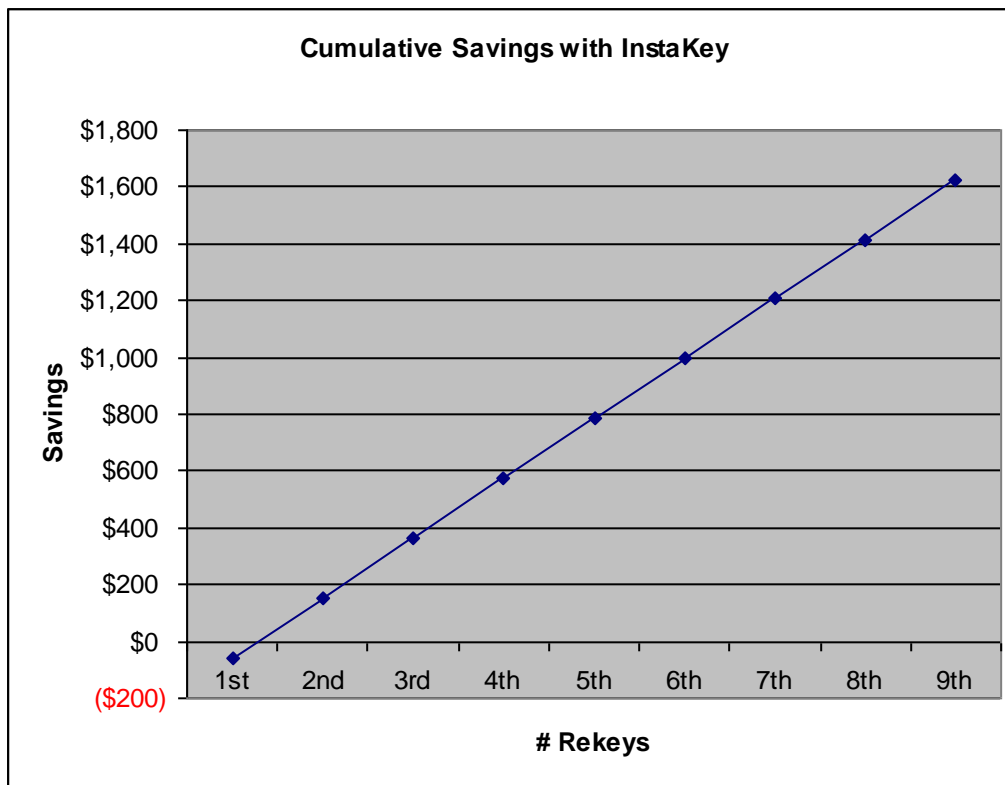
InstaKey is a powerful alternative to the traditional key system while offering the same benefits. InstaKey Security Systems eliminate core changes and after hours locksmith services by utilizing rekeyable lock cylinders. In other words, you can rekey a lock without having to replace the core. Moreover, the keys



used are patent restricted keyways that cannot be copied. InstaKey also provides an added layer of security with the ability to track keys to personnel for an incident or audit by offering on-line software.

Due to the fact that a technician is only needed for the initial installation of the cores, the cost of administering the key system is drastically lower than traditional key systems. Once the InstaKey system is installed, the average cost of a rekey for a location that has 2-4 exterior doors is around 75% less than the cost for a traditional key system. The initial rekey is slightly more expensive and costs around 25% more than the cost of a traditional rekey. However, throughout the life of the InstaKey core (9 rekeys), you could expect to see a \$1,300 to \$1,700 savings. As you can see in figure 1, you will begin to see a return on your investment on the second rekey.

Figure 1



### How Does InstaKey Work?

The InstaKey program is designed to allow retailers to rekey their locations quickly, and more importantly, to gain complete control of their key access program. Retailers can accomplish this by utilizing InstaKey's:

- **Rekeyable Cylinders** – with a quick 180-degree turn of a key, the InstaKey cylinder can be rekeyed without the expensive emergency costs of a locksmith or Manager's time to swap cores.
- **Serialized Keys** – Each InstaKey is marked with a serial number. This number is logged into the InstaKey database to track each key. This gives the retailer the ability to assign a key to a location or user. Key receipts are supplied that can be faxed to LockNet to enter key holder information or this functionality can be performed through a POS system.
- **Step Change Keys** – These keys are clearly marked and are used to rekey the cylinder.



- **Non-Duplicable Keys** – Retailers do not have to worry about additional keys being made without their knowledge. Only the retailer’s InstaKey distributor or InstaKey can cut a key. Each key must be entered into the database and assigned to a location.
- **On Line Database** – InstaKey’s password protected on-line database allows customers to log in and run reports such as,
  - **What step a location is on**
  - **Which locations are converted to InstaKey**
  - **Key assignment reports**
  - **Active/In-Active key report**

In the instance that a store needs to be rekeyed, the manager gets the Step Change Key out of the safe, inserts it into the lock, and turns the key 180 degrees. This will cause a small wafer to fall out of the lock. That’s it – the lock is now rekeyed and the old keys will no longer function. All that’s left to do is to notify your provider that you need the next packet to be stored in your safe.



### **What are the Benefits of InstaKey?**

Aside from the substantial cost savings, there are a multitude of other benefits to the InstaKey system:

- ✓ Outsourced solution that eliminates the need to manage mailing or delivery of keys and cores, saving time on management of program as well as money saved on rekeying aspect.
- ✓ Client owns data records and can change distributors if not satisfied.
- ✓ Timely access to on-line Audit and Exception Reporting to maximize security and system savings.
- ✓ Ability to provide paperless key logs through existing online POS systems.
- ✓ Ability to manage program with access to monthly rekey reports, key compliance reports to track locations key logs, etc.
- ✓ Capital Expenditure Benefits of being able to allocate lock hardware as a company asset.
- ✓ InstaKey hardware provides the ability to retrofit into other small format interchangeable core products.
- ✓ 7 or 6 pin cylinder, which provides a more secure system allowing more code availability thus eliminating stores operating with the same keys.
- ✓ Ability to Master Key by store, region, geography, etc.

### **What Security Points Should be Considered?**

While InstaKey is an excellent product, it may not be right from everyone. The security points highlighted below should be carefully considered before implementing the system.

- InstaKey provides immediate rekeying on-site by store management and the ability to know that the rekey has taken place. Do you currently know when a rekey has taken place?
  - ✓ With keys being a front line Security defense, what is the impact on overall shortage if stores have not been rekeyed?
  - ✓ What is the potential impact on the safety and security of store personnel?



- ❑ InstaKey provides **restricted serialized keys** that cannot be duplicated without authorization and provides the ability to be tracked in the online database.
  - ✓ If you were able to get access to your current data what potential risks can be associated if you do not know how many keys are issued and who has them?
  
- ❑ InstaKey provides an online Store Audit Worksheet that provides real time data on current keys, current step on rekey, and cores, which can be disseminated by region, district, or location.
  - ✓ If you are able to get this data, is it real time information?
  - ✓ Can you access it at any time?
  - ✓ If you are able to get this data, is there a simple, fast program that you can quickly disseminate this information from without having to rely on management to enter this data?
  
- ❑ InstaKey provides the ability to Master your key system and the ability to rekey independently between levels. Keys can also be provided overnight if urgency is needed.
  - ✓ This provides an immediate cost effective solution in disaster recovery situations.
  - ✓ This also provides a simple solution for covert installations.

If you feel like you are spending too much time, money, and hassle on rekeying your locations, call LockNet. We would be happy to help discuss alternative solutions, including but not limited to InstaKey, with you.