

## FAQ about Aperio – Access Control Companies

**Q: What is Aperio?**

A: Aperio is a new technology that enables mechanical locks to be wirelessly linked to an existing access control system. Aperio is a solution that no one else in the lock industry can offer on a global level today.

**Q: Why has ASSA ABLOY developed Aperio?**

A: Aperio is developed in answer to customer demand following discussions with more than 150 customers worldwide. They asked for a way to increase the number of doors they could monitor by using their existing access control system. The answer is the Aperio technology.

**Q: Why is Aperio of interest to me?**

A: Because it is a smart and convenient way to offer your clients increased security at a cost efficient level. Today, 5 percent of all doors are connected to access control systems. For every wired door there is an opportunity to equip seven more with Aperio embedded products. By offering Aperio you can create additional business within your existing customer base and increase customer loyalty. Your customers are looking for added value products like Aperio.

**Q: Why should I recommend Aperio?**

A: If your customers are looking for a simple and intelligent way to upgrade the controllability and security level of their premises, the Aperio technology is a prime technology that can bridge the gap between mechanical locks and an online security system.

Aperio offers a lower price per door, fast and easy to install and requires less man-hours to manage. It is managed with existing software and access control systems as it is built on an open standard.

**Q: Who is the target group for Aperio?**

A: It is suitable for any company that has an access control system and wishes to expand the number of doors linked to the system at a competitive cost.

**Q: What are the benefits of Aperio?**

A: Aperio has four main benefits: increased security, cost efficiency, it is built on an open standard and is convenient to use and install.

1. Increased security – online means authorization updated in real time guaranteeing a high level of control, providing an intermediate level of security between wired doors and mechanical locks, fitting perfectly in a system with wired doors
2. Cost efficient – easy to install, no need to wire doors, also RFID card credential is cheap and in most cases already existing
3. Open Standard - built on an open standard, works with existing RFID technologies and is expandable
4. Convenience – managed with existing software and access control systems, needs only one credential to manage, easy to update authorization, continue using existing cards and easy to install as it requires no modification to the door

**Q: How much does Aperio cost compared to a new access control system?**

A: Very little. The benefit of Aperio is that customers do not have to invest in new access control systems in order to include more doors to their system. Instead they can choose to install Aperio embedded locks on existing doors and then wirelessly link them to their current system at a much lower cost.

**Q: How does Aperio increase the security level?**

A: By expanding the numbers of doors that are linked to the access control system, thereby raising controllability of the security level from the control room.

**Q: Can Aperio be integrated with all existing access control systems?**

A: Aperio is built on an open standard and easily integrated with standard units and systems, regardless of manufacturer.

**Q: When will Aperio be launched on my market?**

A: Aperio will be launched in Australia and Europe in 2008. First product including Aperio technology will be delivered early in 2009 in Europe and then in Australia followed by the US end of 2009. The first products available for the European market will be an escutcheon and an e-cylinder.

Please, ask your local ASSA ABLOY contact for further information or send an e-mail to [aperio@assaabloy.com](mailto:aperio@assaabloy.com).

## FAQ about Aperio - Locksmiths

**Q: What is Aperio?**

A: Aperio is a new technology that enables for mechanical locks to be wirelessly linked to an existing access control system.

**Q: Why the solution?**

A: The demand for increased security and high tech solutions continues. The Aperio solution came up following discussions with customers worldwide. They are asking for cost effective and convenient ways to expand their existing access control systems with additional doors in order to raise the security level. Our answer to their need is the Aperio technology.

**Q: Why is Aperio of importance to me?**

A: Because it can expand your business. Aperio embedded products are easy to install because it doesn't require any changes or modifications to the door. Aperio can be fitted and integrated in a matter of minutes. Installation is so simple it takes just one person a matter of minutes to connect, authorize and integrate the door to the system.

**Q: Why should my customers choose Aperio?**

A: If they are looking for a simple and intelligent way to upgrade the controllability and security level of their premises, the Aperio technology is the only product on the market that can bridge the gap between mechanical locks and an online security system.

**Q: How much does Aperio cost compared to a new access control system?**

A: Very little. The benefit of Aperio is that customers do not have to invest in new access control systems in order to include more doors to the system. Now, they can instead choose to install Aperio embedded locks on old doors and the wirelessly link them to their existing system. And the price per door is very low.

**Q: How does Aperio increase the security level?**

A: Aperio technology expands the numbers of doors that can be integrated into an access control system, thereby increasing security of premises and giving controllability from the control room.

**Q: Does it matter what brand of access control system the client has?**

A: No, Aperio is integrated with units and systems, regardless of manufacturer. Any existing door can be equipped with Aperio.

**Q: Where can I get more detailed information about installing Aperio?**

A: Aperio is launched in Australia and Europe in 2008. First product including Aperio technology will be delivered in 2009 in Europe first and then in Australia and US end of 2009. First product available for the European market will be an escutcheon and an e cylinder.

Please, ask your local ASSA ABLOY contact for further information or send an e-mail to [aperio@assaabloy.com](mailto:aperio@assaabloy.com).

## FAQ about Aperio – Security managers and Architects

**Q: What is Aperio?**

A: Aperio is a new technology that enables for mechanical lock to be wirelessly linked to an existing access control system.

**Q: Can I use Aperio?**

A: If you already have an installed access control system on your premises and are now looking to expand it with additional doors – Aperio embedded products are a cost efficient and convenient way to quickly increase the security and controllability of your premises.

**Q: Why has ASSA ABLOY developed Aperio?**

A: ASSA ABLOY came up with Aperio following discussions with more than 150 customers worldwide. They asked an “intelligent door” solution for today and tomorrow. Aperio is an answer to customer need.

**Q: Why should I choose Aperio?**

A: If you are looking for a simple and intelligent way to upgrade the controllability and security level of your premises, the Aperio technology is the prime product on the market that can bridge the gap between your mechanical locks and your online security system.

**Q: How much does Aperio cost compared to a new access control system?**

A: A lot less. Installing Aperio embedded products gives you a much lower price per door plus it’s fast and easy to install. Old doors upgraded with the Aperio technology are linked to the existing control system and managed with existing software. Obviously, Aperio is a very cost effective solution.

**Q: In what way is Aperio improving existing security systems?**

A: Aperio is integrated with your existing security access systems, regardless of what kind of solution you have. You can manage the new doors with existing software and system. Built on an open standard Aperio is integrated with units and systems, regardless of manufacturer, this mean that any existing door can be equipped with Aperio.

**Q: How does Aperio increase security and controllability?**

A: By expanding the number of doors you are able to monitor. With Aperio embedded products you easily increase the numbers of doors linked to your access control system, thereby raising your possibility to control and manage the security level from the control room.

**Q: Can Aperio be integrated with my existing access systems?**

A: Aperio is built on an open standard and easily integrated with units and systems, regardless of manufacturer. There is no need to exchange user credentials or modify doors.

**Q: When is Aperio available on my market?**

A: Aperio is launched in Australia and Europe in 2008. First product including Aperio technology will be delivered in 2009 in Europe first and then in Australia and US end of 2009. First product available for the European market will be an escutcheon and an e cylinder.

Please, ask your local ASSA ABLOY contact for further information or send an e-mail to [aperio@assaabloy.com](mailto:aperio@assaabloy.com).

## FAQ about Aperio – End-users

**Q: What is Aperio?**

A: Aperio is a new technology that enables for mechanical lock to be wirelessly linked to your existing access control system. The technology is embedded in locking products and then fitted into the door. The technology then allows for the door to be wirelessly linked to the access control system, thereby increasing the security level of your premises.

**Q: Can I use Aperio?**

A: If you have an installed access control system you can easily expand it to include more doors with the Aperio technology. Suitable doors are typically ordinary office doors with mechanical locks.

**Q: Why is Aperio interesting to me and my company/organization?**

A: If you are looking for a simple and intelligent way to upgrade the controllability and security level of your premises, the Aperio technology is the prime product on the market that can bridge the gap between your mechanical locks and your online security system.

**Q: How do we install Aperio?**

A: You contact your locksmith or access control company and ask for lock products imbedded with Aperio. Installment is easy and requires no modification of the doors. The entire upgrading process is done in a matter of minutes by one person.

**Q: Is it complicated to get started?**

A: No. Users can continue using the same credentials as before.

**Q: Is Aperio expensive?**

A: No. It's a cost efficient way to increase security by using the system you already have. If you want to achieve controllability over more doors, the other alternative is to install a new access control system, which is far more costly, complicated and time-consuming.

**Q: In what way does Aperio improve the existing security system?**

A: Aperio is integrated with your existing security access systems, regardless of what kind of solution you have. You can manage the new doors with existing software and system. Built on an open standard Aperio is integrated with units and systems, regardless of manufacturer, this mean that any existing door can be equipped with Aperio.

**Q: How does Aperio increase security and controllability?**

A: By expanding the number of doors you are able to monitor. With Aperio embedded products you easily increase the numbers of doors linked to your access control system, thereby raising your possibility to control and manage the security level from the control room.

**Q: Can Aperio be integrated with existing access control systems?**

A: Aperio is built on an open standard and easily integrated with units and systems, regardless of manufacturer. There is no need to exchange user credentials or modify doors.

**Q: When is Aperio available on my market?**

A: Aperio is launched in Australia and Europe in 2008. First product including Aperio technology will be delivered in 2009 in Europe first and then in Australia and US end of 2009. First product available for the European market will be an escutcheon and an e cylinder.

Please, ask your local ASSA ABLOY contact for further information or send an e-mail to [aperio@assaabloy.com](mailto:aperio@assaabloy.com).