



START HERE: Sales Solution Guide

WHO WE ARE, AND WHAT WE DO.

WaveLynx manufactures the world's most secure, open, and interoperable access control devices. Our product portfolio includes multi technology readers, intelligent connectors, physical and mobile credentials, and custom key management services. Our readers work with ANY access control head end system. We are also founding members of the LEAF initiative who evangelize the standardization of an openly sourced, interoperable credential. Currently, we go to market through OEM Partners who either resell, rebrand, or integrate our technologies into their own platforms.

MARKET: Start the conversation, understand the need.

CONVERSATION STARTERS

- Did you know that your prox card can be easily cloned?
- What else do you use your access credential for besides getting in doors? (eg. secure printers? locks? POS kiosks?)
- Do you understand the multiple "total cost to serve" benefits you can achieve by using Wavelynx readers during your upgrade to OSDP panels?
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TOP CUSTOMER NEEDS

- To have affordable, reliable, easily-sourced credentials that are SECURE, OPEN, and INTEROPERABLE (LEAF Credentials)
- To have the ability to own unique encryption keys to enable unlimited device / application support within an enterprise (LEAF + Custom Key Management Services)
- To own future proof hardware that can seamlessly support legacy, current, and future technologies without performance issues or disruptive upgrade path (Patented Prox Filter)
- To own a risk free mobile credential with maximum interoperability and minimal costs (MyPass Mobile)
- To have reader technology that supports multiple communication protocols without unnecessary labor during panel upgrade (Patented OSDP Auto Discovery)

CUSTOMER PROFILE

We are vertical market agnostic. Everyone has doors.

There are many risks facing access control systems today. Upgrading technology and replacing hardware to mitigate these risks can be expensive and time consuming. By choosing WaveLynx readers as a starting point, you can transition your legacy systems - or build out a new system - at your own pace. Even if it's just one reader at a time.

2. Sell the right solution.

GETTING OFF PROX?	GOING OSDP?	MIGRATING TO MOBILE?	NEW BUILD?
<p>Most legacy system are still using low frequency prox technology. Prox is not secure and can be easily cloned. There are options to upgrade to more secure credential technology such as encrypted smart cards or mobile credentials. By choosing WaveLynx readers as a starting point, you can transition off of prox at your own pace. Even if it's just one reader at a time.</p>	<p>Upgrading technology and replacing hardware can be expensive and time consuming. By choosing WaveLynx readers as a starting point for your OSDP panel upgrade, you'll gain total cost to serve benefits unparalleled in other solutions.</p>	<p>The world has seen a recent demand for access control users to "do more" and "touch less". Enter the WAVE of mobile credential solutions! WaveLynx readers come with FREE mobile credentials, easily the most affordable, easy to deploy, and risk free solution on the market. Stand alone or via integration (aka ACT ID), WaveLynx mobile is a great place to start.</p>	<p>Whether you are unifying disparate systems or starting from scratch, WaveLynx readers work with ANY physical access control system. By choosing our readers as a starting point, you can support legacy prox technology, adopt encrypted technology, and migrate to mobile credentials without ever having to replace the reader. When it comes to encrypted smart cards, WaveLynx offers a solution that allows end-users to take ownership of their encryption keyset, whereby giving them complete control over their ecosystem.</p>
Benefits	Benefits	Benefits	Benefits
<p>Enable phased transitions that work within your time frame and budget.</p> <p>Future proof hardware that will support legacy prox technology as well as any upgraded technology (e.g. HF smart cards, Mobile credentials).</p> <p>Protect your proprietary cardholder records by upgrading to a more secure credential and reader.</p>	<p>Secure the communication between reader and panel with bi-directional, encrypted OSDP protocol.</p> <p>Host readers on same wires and no extra labor needed during panel upgrade with patented OSDP Autodetect Feature.</p>	<p>Avoid unnecessary costs associated with physical credentials.</p> <p>Eliminate all contact with physical cards. Users only touch what they carry.</p> <p>Accommodate multi-tenant users by implementing MyPass Mobile Credentials in lobbies and common areas.</p>	<p>Multiple technology support means unnecessary reader replacement.</p> <p>WaveLynx allows end-users to own a unique LEAF credential encryption keyset.</p> <p>Owning your keys means open-sourcing, fair pricing, and unlimited device and application support.</p> <p>Key Management Services means life-time support of a secure and seamless ecosystem.</p>

NEXT STEPS + MORE DETAILS AT WAVELYNXTECH.COM

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