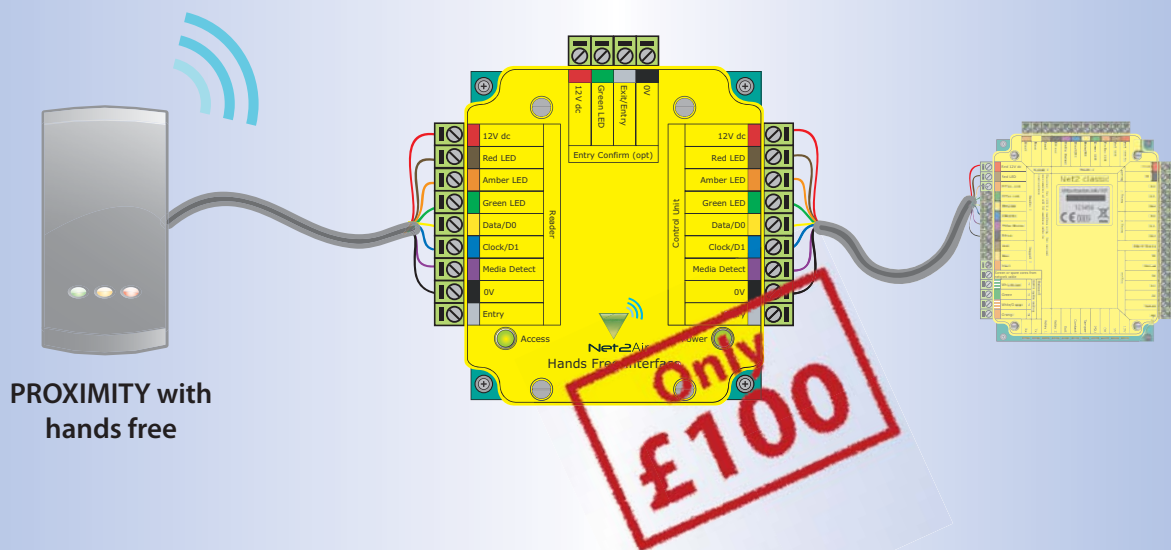
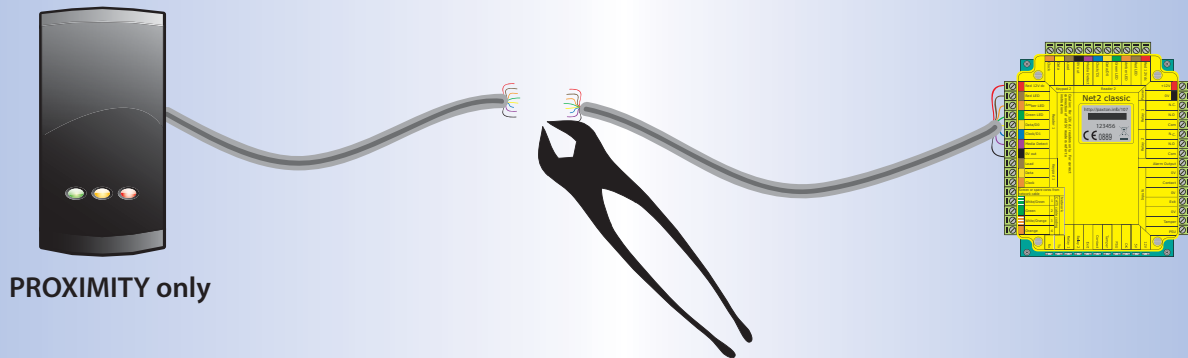




# Hands Free Made Easy

Simply wire the interface between your existing reader and control unit. That's it!



### Fast and easy installation

Only the Hands free interface in plastic housing is needed to update an existing system



### Extended access

Perfect for storage areas and for facilitating disabled access



### Great value

For just £100 your read range could be extended by up to 50 meters



### Flexible

Can be used with both standard PROXIMITY and Hands free tokens

# Hands free

Hands free access control means that the token used to identify a user is read from within their pocket or handbag etc. This means an authorised user can conveniently open a door without having to present their token. It's particularly useful for gates/barriers, loading doors and where disabled or elderly people require access.

The Hands free interface is exceptional value for money, at just £100

it is a realistic option for sites of all sizes. The Hands free interface offers quick, easy installation to existing systems; simply wire it between the reader and control unit for instant hands free access. The Hands free interface increases read ranges significantly without the hassle of installing door or ground loops as required by other systems. Because the interface is wired in series between a reader and a control unit it doesn't require its own power supply.

## Hands free for disabled access

Script Publishing Ltd. recently bought another office building for their growing team. The Operations Manager Lynda Atkinson wanted to extend their existing Net2 system to this site but also to make sure that the Disability Discrimination Act (DDA) was followed. "As the company has grown we have employed a varied team of staff, much of our success has been directly due to this. A number of staff members have mobility issues and their comfort in the workplace is very important to us. In the new office we wanted to make sure that we followed the guide lines for the DDA but we didn't have a huge budget. The Hands free interface offered by Paxton Access was the perfect solution. The cost difference in adding Hands free interfaces to our new site was so minimal that we also plan to fit them to our original offices. We are now completely DDA compliant at our new office and the use of hands free access is more convenient for everyone."



*"The Hands free interface offered by Paxton Access was the perfect solution"*



## Hands free for hygiene

With superbugs now a serious concern to the UK's hospitals, the importance of vigilant hygiene is more crucial than ever. Dr Rowe has worked as a surgeon for over 20 years and has seen the rise of cross contamination and its effects on his patients. "Viruses like MRSA were virtually unheard of when I started out in medicine, but they are now an everyday consideration. We have had to change the way we work dramatically to stem increased infection." How has the Paxton Access Hands free interface helped? "Using a hands free door system has not only sped up the preparation process but it has completely removed the risk of contamination on doors. Fitted to our existing system in a couple of hours, the Hands free interface cost only £100. It has made our lives so much easier, now we have more time to focus on the patients and their needs."

*"It has made our lives so much easier"*

**Call 01273 811011 if you would like to discuss your hands free options**

Visit this link for further information <http://paxton.info/550>

## Paxton Access equipment

Sales Code	Description	Retail Price
477-222	Hands free interface in plastic housing	£100.00
Other related products to be used with the Hands free interface in plastic housing		
690-222	Net2 hands free keyfob	£25.00
690-333	Net2 hands free keycard	£30.00
860-010G	10 hands free keyfob pack for Switch2, green	£300.00
870-010G	10 hands free keycard pack for Switch2, green	£300.00

Want to know more? Contact Paxton Access today: Tel: **01273 811011** / Email: [support@paxton.co.uk](mailto:support@paxton.co.uk)

# National Star College

Nestling in beautiful grounds at Ullenwood Cheltenham, National Star College is a registered charity and national independent specialist college for young disabled students. The college helps students to achieve their goals and fulfil their potential through innovative programmes of education and independence training.

As well as celebrating its 40th anniversary the college has launched the Star Appeal, a campaign aimed at raising £15.4 million for an ambitious development project to ensure the increasingly complex needs of its students continue to be met.

Although the college has not suffered any breaches of security, Gerald Noble, Projects Engineer and Lynette Barrett Residential Services Manager decided that with the development of the college, improving security for the students should be part of the project plan. Mark Hone Director of Stroud Alarms, Nailsworth, Gloucestershire was called in to advise. Mark recommended Net2, an intelligent PC based access control system from Paxton Access. Mark says, "Net2 can grow with the college, using TCP/IP connectivity on the colleges Network to link the new buildings. An added bonus with the Paxton Access system is the new hands free capability that can easily be



incorporated into the system where required.

"We wanted a system which would improve security, while being easy to administer. The Net2 system recommended by Mark appeared to be very easy to manage, could expand with our needs and had the added advantage of offering contactless hands free access. Some of our students struggle to use conventional locks and keys. As a consequence some students would simply leave their doors unlocked or even open!" said Lynette.

Many of the doors in the residencies are hands free enabled with automatic door openers. This was a necessity so that every individual would benefit from the system. Mark stated, "Net2 hands free is the easiest way to offer this convenient means of access, essential for the college, but also great for buildings that need to comply with the Disability Discrimination Act. Some of the students attach the hands free tokens to their wheelchairs and the PROXIMITY

readers pick up the signal and unlock the door as they approach. This removes manoeuvring into awkward positions to present tokens." Each student's token, whether it be proximity or hands free gives them access to all communal doors and their own bedrooms. Students no longer enter other rooms by mistake because their token only allows access to their room."

National Star College plans to install the system to all the buildings on the site and also to control the main gates. This will mean we always know who is on site and will provide a useful register in case of emergencies. The introduction of Net2 has meant that students aren't so dependent on others to move around the college. "It's a busy place and this has helped to increase privacy and made students more independent - something they strive for and are proud of," said Lynette. Gerald added, "We're looking after vulnerable young people and I want the environment to be as safe and secure as possible. Net2 has achieved this as well as giving students more freedom too!"



## From the blog

Why not visit the Paxton blog to see which topics are being discussed this month. The latest entries include:

'Surveying sites for wireless products' - Mark Thompson  
'Carrying on with the wireless discussion theme started by Adam in his blog in March...'

'Tough times ahead' - Adam Stroud  
'If you believe everything reported in the news recently then pretty soon all of our houses are going to be worth 2p.'



Visit the Paxton Access blog at: <http://www.paxton.co.uk/blog>



# Where to buy

Our six UK distributors are listed below. We regularly review their stock and make sure that it is up-to-date, correctly stored and free from defects. If there is a product recall, we manage this only with these franchised distributors. We authorise our distributors to sell to professional security installers who will supply and fit our products. Unauthorised selling of our products voids all manufacturer's warranties. To ensure the quality of your Paxton Access system, we advise that you purchase only through a franchised distributor. Also, please check that the void label is present and sealed on the box before you accept the goods.

## ADI-GARDINER

### ADI-Gardiner

Commercial Centre  
Chatsworth House  
Unit 4 Hollins Brook, Roach Bank Road  
Bury BL9 8RN  
0161 767 2900  
<http://www.adi-gardiner.co.uk>



### Advanced Access Ltd

Unit 1B Spinney View  
Stone Circle Road  
Round Spinney  
Northampton, NN3 8RF  
01604 647555  
<http://www.advanced-access.co.uk>

## ALDRIDGE

### Aldridge Security Ltd

Silca House  
30-34 Eagle Wharf Road  
London  
N1 7EB  
08444 125101  
<http://www.aldridgesecurity.co.uk>

## GB LOCKING SYSTEMS LTD

### G B Locking Systems

1st Floor, Redburn House  
Redburn Road, Westerhope  
Newcastle upon Tyne  
Tyne & Wear, NE5 1NB  
01912 716344  
<http://www.qblockingsystems.co.uk>



## NORBAIN

### Norbain Security

Norbain House, Eskdale Road  
Winnersh Triangle  
Wokingham  
Berkshire, RG41 5TS  
North: 01253 894488  
Midlands: 01925 247200  
South: 01189 440123  
<http://www.norbain.co.uk>

## Tâte Colson

### Tate Colson

Queen Anne House  
18 Eastbank St  
Southport  
Merseyside, PR8 1DT  
01704 502800  
<http://www.tatecolson.net>



### From the Front

September 2008

Early in Google's history, there was a meeting to decide on a corporate mission statement. The unwilling employees came up with a real cracker: "Don't Be Evil". On one level, I think this was a snub toward the mind numbing stupidity of mission statements issued by men with striped suits and wavy hair in other corporations. But it's also elegant, efficient and a useful reminder, and I have to say I almost see the point of mission statements if they are this good. My interpretation of "Don't Be Evil" has nothing to do with speaking like a social worker, eating lentils, failing to confront unpleasant truths or adopting other characteristics of moral high ground culture. In business, I think it has more to do with avoiding short cuts and quick fixes, and instead, facing problems and doing things properly.

For Google, it was easy not to be evil when they were small - they were seen to be the good guy, the small company taking on the world. As they grew, I guess that it must have become more and more difficult to keep to their promise, with vested interests of shareholders and even governments jostling them into uncomfortable positions. There is another problem. The bigger companies get, the more complex are the issues that surround them. Also, the bigger the company, the more other companies and people care about what happens - the amounts of money are bigger. While I wouldn't compare Paxton

Access with Google, I have noticed that the bigger we get, the more cross people I get to speak to. I hurriedly add that the number of happy conversations is increasing at a much faster rate, but let's dwell on the negative a little.

One of the tellings off I get is about publishing retail prices. I have been informed that this stops the charging of super high prices generating super high profits. Well, perhaps I am misguided and have the business acumen of a conussed bee, but isn't it obvious that sooner or later those coaxed into paying super high prices are going to find out? Google will make sure that they do through sources other than us. Will customers come back for repeat business then? Who cares? We do. So, we set a coherent standard by publishing a retail price. These or any other prices can then be quoted at will, with us, the manufacturer, providing a definitive level - just what we think is a sensible retail price, nothing else.

Another hot potato is the way we sell cards and tokens from our website. I have been accused of robbing livelihoods - as good as snatching food from the mouths of children. The truth is actually different. An organisation with a Paxton Access system installed will naturally ask their installer for extra cards and tokens. We encourage it and this is what happens in the majority of cases because it's more convenient and nicer to buy from somebody you know, who is there at the end of the phone to provide a great service. What happens if this is not available, though, because of illness, holidays, disputes or one other of many possible reasons? We could tell the owner of the Paxton Access control system that it's just too

bad. Or we could recommend another installer to supply the cards, potentially destroying a perfectly good business relationship between the first installer and his customer. Suddenly, the impersonal website providing a safety net at retail price doesn't seem so bad.

That's enough negativity! I find it very interesting that those I ask about the two subjects above almost all say how happy they are with the arrangements. In the end, we have to listen to all our customers and do what we feel is right from that point of view - in Google's terms, I suppose that's not being evil.

One of the most entertaining bits of crossness I have encountered recently was somebody who got hot under the collar because other people he spoke to kept telling him that they didn't want to use his preferred system, but instead opted for Paxton Access products. He described this enthusiasm for our products as "hype". I was quite taken with that as an idea. It's as if we have got these good reviews not by finger numbing hard work, but instead by hypnotising people, making the entire security industry bend to our will. Those under the spell of hypnosis can sometimes be launched into doing the most amazing things just by hearing a pre-programmed trigger word.

Ballcocks!

Drew Hoggatt  
Managing Director  
[fromthefront@paxton.co.uk](mailto:fromthefront@paxton.co.uk)

“ Very helpful, we even had a follow up call advising us to make our purchases from our local wholesaler to get a better price, not many companies would do that! ”

Would you like to comment on this mailshot? <http://paxton.info/573>

