



When Risk Comes Knocking

Security entrance manufacturer Boon Edam offers high-tech solutions to security challenges

In March, a 16-year-old boy from New Jersey gained unauthorized entry to One World Trade Center, in New York, and roamed the premises for two hours before being caught. The building has a security system estimated to cost \$20 million when it was installed in 2008, and seemed to offer soup to nuts protection. But none of it mattered when the security guard on duty fell asleep.

“That very easily could have been someone other than a teenager looking for a thrill,” says Mark Borto, President and CEO of Boon Edam, the leading manufacturer of security entrance solutions in North America. “It easily could have been a very dangerous situation. Building owners and senior business executives often don’t even realize they have security problems—and that there are solutions.”

One of the most common methods of gaining unauthorized entrance to a building is known as “piggybacking” or “tailgating.” If you’ve ever used your access card to get into a building, and then held the door open for someone who looks like they also work there, you’ve participated in this potential security breach—and put yourself, your colleagues, the business and its future at risk.

“We’re trying to educate businesses that may not know they have a risk, but it’s there,” says Borto. “The best access control systems in the world can be defeated by exploiting the fact that people are nice and will often allow others to follow them through a door after it’s unlocked.” Boon Edam’s range of security entry products enables companies to reduce risk and allows security staff to be reallocated, creating a ROI just by upgrading entrance systems.

“Our products allow existing access control systems to work better by minimizing, or in some cases completely stopping, piggybacking and tailgating,” says Borto.

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Boon Edam is a family-owned company headquartered in the Netherlands, where it has been creating sophisticated entry solution products for more than 140 years. Today, government agencies and businesses in many sectors (such as industry, financial and pharmaceutical) have higher protection requirements and are stepping up their security with high-tech doors and access control systems.

The company’s Tourlock revolving door is its best-selling anti-piggybacking entrance. Often used at employee-only entrances, it has a sophisticated sensor system that matches each person with an access control system and only allows authorized personnel to enter. Customers can also add StereoVision, a detection system that makes it impossible for more than one person to enter at once.

“Biometric detection systems, like iris scanning, facial recognition and fingerprint- and hand-reading systems can also be incorporated with Boon Edam’s products quite easily,” says Kurt Measom, Vice President of Technical Support. “While these biometric systems are optional, in today’s commercial and industrial security field, that’s the trend and direction most tech and financial businesses are going. We’re taking that security up a few notches.”

While Boon Edam’s innovative products and technology set them apart from the competition, Borto says it’s the attention given by everyone involved in selling, installing, servicing and owning its products that keeps its customers coming back. “No one else in our industry goes to the lengths that we do to ensure long-term customer satisfaction,” says Borto.

Currently, the company is finalizing designs for a remote monitoring of its turnstiles and doors that works with any customer’s access control system. In the coming year, Boon Edam will roll out technologies that offer increased detection accuracy for highly sensitive areas such as data centers or corporate locations. “Our customers want to know about unauthorized entry attempts or errant behavior in real time from anywhere, and we’re actively exploring the next generation of detection systems that can be deployed into security entrances to further reduce risk and staff supervision, which is the true financial benefit to owners of our solutions,” says Borto. ●

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