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Edge gets edgy with new offering

By Jeffrey Sanders, managing editor

OAKLAND, Calif.--Edge Integration Systems is gearing up to compete in the access control market this year, as the company prepares to begin the first beta tests of its product with systems integrators later this month.

ACS is designed for corporations and global enterprises and features a biometric reader called FingerNet. "Coming out of the gate, we'll be focused on smaller integrators," Chief Executive Officer Glenn Forrester said. This means the company will initially target new construction and businesses and high-end homes that require between two to 16 doors to be secured.

The product, which is IP-based, does not have to be tied into a panel and can be directly linked to a server. Users can manage the system through a web browser and either integrators or central stations can be left to administer it.

"The nice thing about IT technology is you have a lot of options," said Forrester. "You can control and manage it anywhere in the world."

The company, which would only release that its price points will be in line with similar card systems, plans to sell directly to integrators. Mass production of the products will begin at the end of the year.

The provider of networked biometric access control systems spun out from ArrowVision Technologies, a Hayward, Calif.-based provider of fingerprint-activated door locks, in May. Forrester originally worked as a consultant at ArrowVision.

Forrester was with the company as it promoted its products at the most recent ISC West show. He said he was impressed with the positive reaction to the networked biometric locks and decided to pursue a business that produced an entire system.

Since then, he has worked the conference circuit and met with executives from security companies. However, he declined to disclose his leads.

"We have been able to meet with a number of regional integrators," Forrester said. "I believe they are the key to this market." Approximately 12 integrators throughout the country have already signed up to test the company's flagship product, the edge access control system, by late August.



Glenn Forrester

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