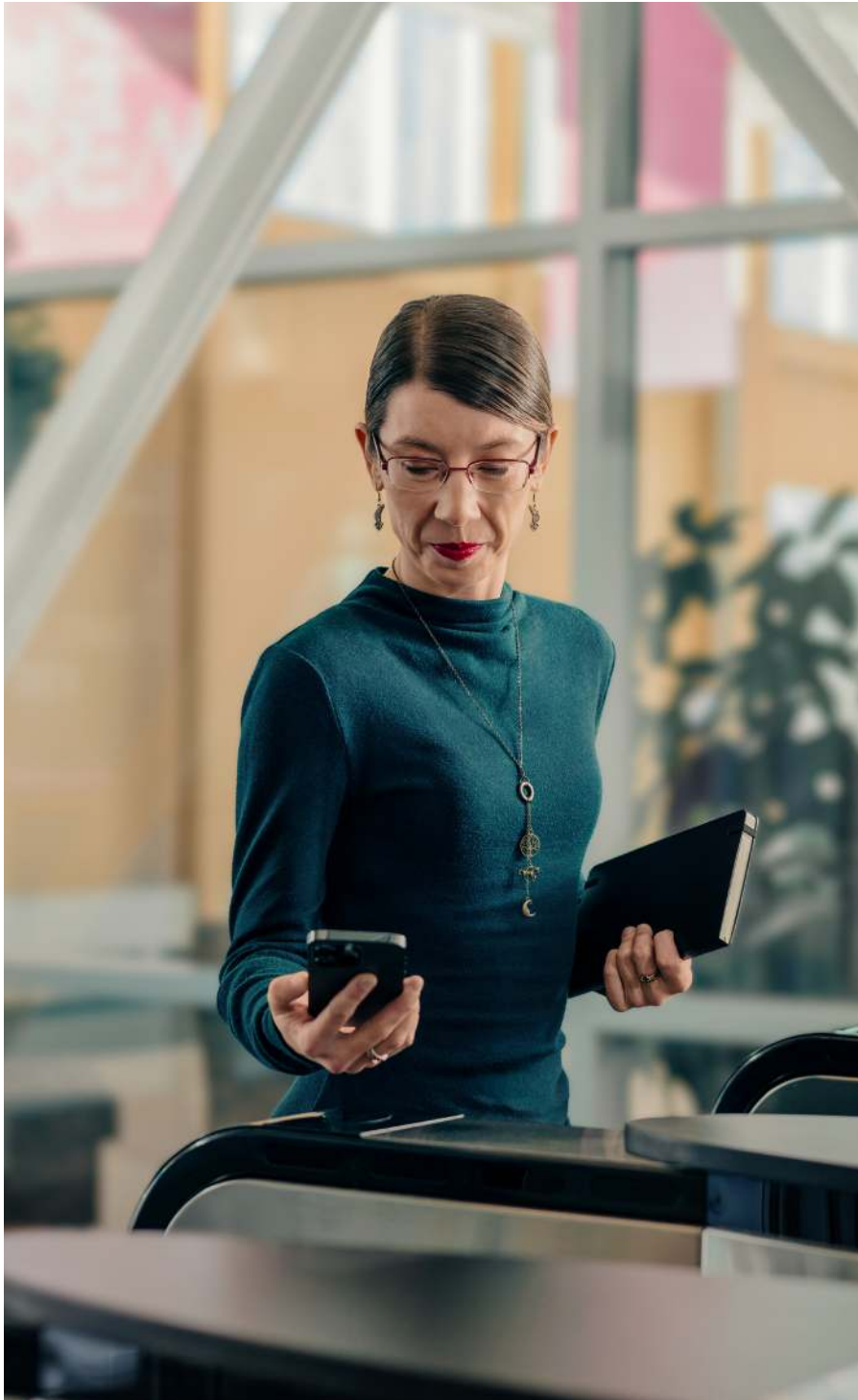


The hidden ROI of today's access control

Why it's time to start viewing access control upgrades as an investment, not an expense

Genetec™





A look inside

Introduction	3
Chapter 1: Scalable growth and management	4
The limitations of access control that can't scale	4
How modern access control helps you adapt and grow	5
Real-world story - Unifying security at Claro Puerto Rico	6
Chapter 2: Cost-effective system resilience and maintenance	7
The cost implications of keeping legacy access control	7
How modern access control saves you time and money	8
Real-world story - Slashing upgrade costs at SYKES	9
Chapter 3: New business opportunities	11
The opportunity costs of inflexible access control	11
How a modern access control system helps you achieve more	12
Real-world story - Leveling up automation at Clemson University	13
Chapter 4: Five priorities for a smooth access control migration	14
Conclusion	16

Introduction

Transforming access control from overhead to opportunity

Upgrading your access control system is a powerful investment. When done right, you set your organization up for sustained value well beyond the initial spend.

That's because a modern, flexible access control system goes beyond locking doors and securing buildings. It's an opportunity to eliminate recurring maintenance headaches and costs. It's a pathway toward easy growth and expansion. And it's a winning strategy to automate manual tasks, streamline operations, and move digital initiatives forward.

Ready to drive greater ROI from your access control? In this e-book, you'll learn how a modern access control solution unlocks new insights and big returns across your organization.



Only
45%

of users believe their current access control system meets or exceeds their requirements.

Over
50%

of organizations plan to upgrade some access control components in the next six years.

[State of Physical Access Control 2024 Trend Report by IFSEC Insider and HID](#)

“When it comes to access control, end users want to do more with their technology. Traditionally focused on restricting unauthorized access, end users are looking to build additional functionalities that create efficiencies and deliver a more modern approach to access.”

[2025 State of Physical Security Report by Genetec, page 20](#)

Scalable growth and management

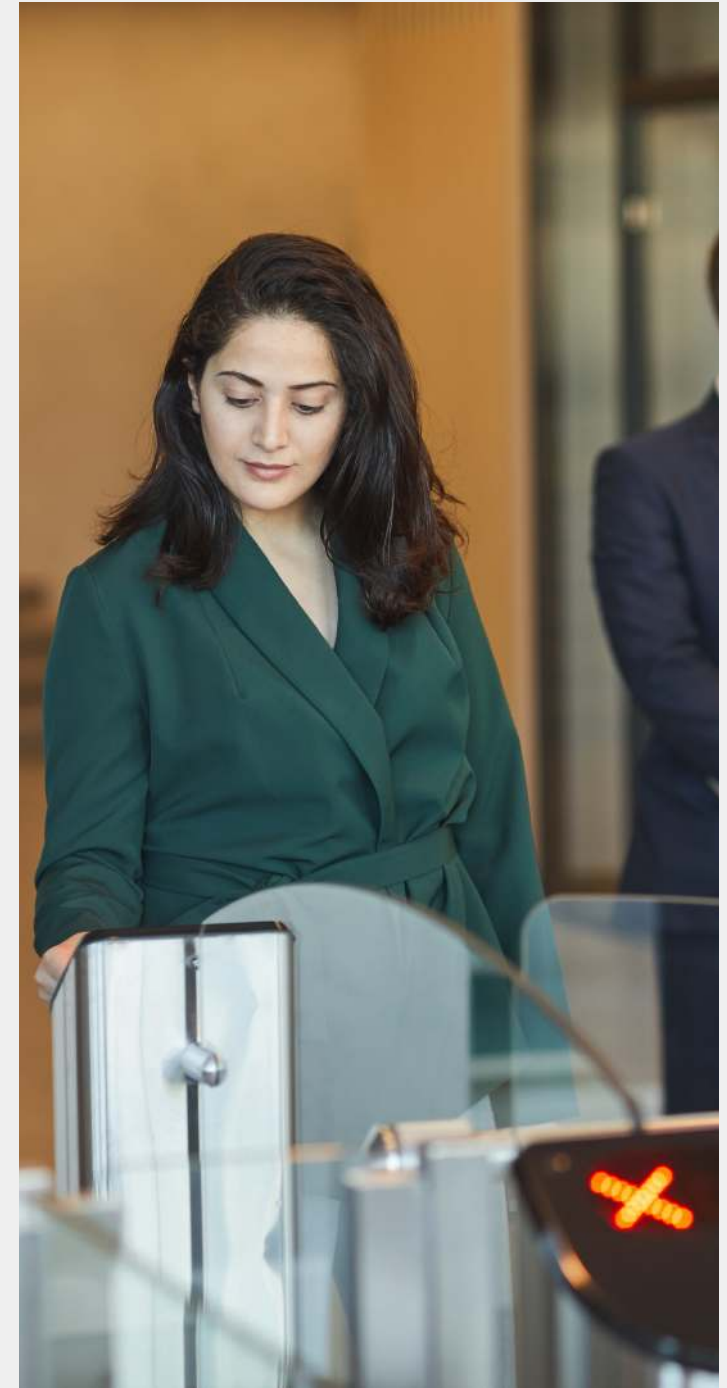
The limitations of access control that can't scale

Some access control solutions aren't designed to grow with you. They limit how many devices, users, and cardholders you can manage. They lock you into hardware and software that don't meet long-term needs. Or they aren't built on a strong, secure foundation, so expanding and standardizing access control across all your sites is challenging. Worse yet, your team gets overwhelmed juggling access control tasks because your system isn't built with growth in mind.

Here's the bottom line: an access control system that can't scale allows security gaps to persist across your organization and piles unnecessary stress onto your team.

5 questions to ask

- 1 Can we easily add new components or expand our access control system to new sites?
- 2 Are we limited to managing a certain number of cardholders and doors?
- 3 How much time does our team spend navigating false alarms and disjointed systems?
- 4 Can our access control system support the latest technologies as needs arise?
- 5 Are we capable of leveraging cloud technologies or taking a hybrid approach?



How modern access control helps you adapt and grow

Evolve your system without limitations

Enhance your access control system on your own terms. Grow from hundreds to thousands of devices and cardholders without disruption. [Migrate one site at a time](#), upgrade system components as budget allows, and try cloud services when it feels right.

Unify monitoring across all sites

Modernize your access control software, bringing all your systems and sites under one platform. Combine access control with video, intrusion, intercom, and other systems, giving your team a comprehensive security view so they can respond faster.

Access time-saving features

Allow your system to filter out low-priority alarms or [automatically lock or unlock doors based on threat levels](#). Respond to door alarms from a map, use a mobile app to access security data on the go, and empower other teams to handle access control tasks using a web app.

Get flexible deployment options

Implement access control any way that works best for your business. Choose [on-prem access control](#) or [access control as a service \(ACaaS\)](#), or go hybrid to meet various site requirements. You can also streamline upgrades and cut costs using [cloud-ready access control appliances](#).

Stay open to new technologies

Invest in an [open access control solution](#) to choose the devices or solutions that best fit your changing needs. Add mobile credentials or biometrics anytime or trial new access control tech as soon as it becomes available.

KEY TAKEAWAY

It's time to break free from systems that limit your growth and goals. Upgrading your access control solution sets you up for stronger security, smoother operations, and less stress as your business evolves.

KEEP LEARNING:



[Get cloud-based solutions that stand the test of time](#)



[Learn how on-premises access control compares to ACaaS](#)



[See the unified platform in action](#)

Building unified security at Claro Puerto Rico



Claro Puerto Rico upgraded to Security Center to enhance compliance and security across its critical telecom infrastructure. Now, the team manages about 1,200 cameras and 1,400 doors at 250 locations island-wide. This story shows how a decision to modernize access control became the catalyst for broader improvements and expansions.

“We were looking for a platform that would allow us to integrate with the various systems we were using, both for access control and video surveillance.

Very few platforms offered this level of product compatibility, and if they did, it was only partially. With Genetec™, we discovered that Security Center allowed us to integrate with practically all the platforms we had.”

– Arodis Suazo

Security Manager of Claro Puerto Rico

[Read the full migration story](#)

Cost-effective resilience and maintenance

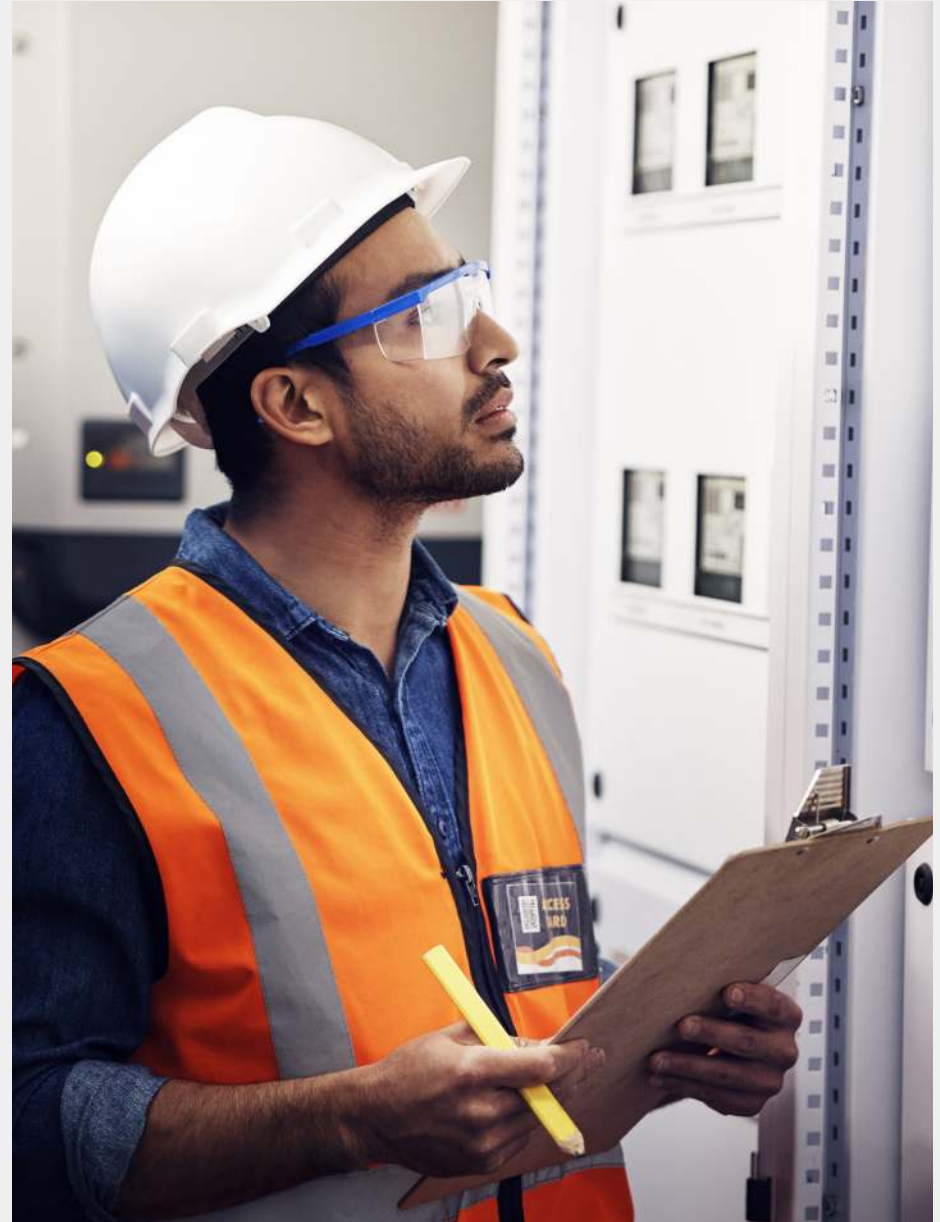
The cost implications of keeping legacy access control

Over time, legacy access control systems become increasingly difficult to keep running. It's not just that they're clunky, rigid, and hard to maintain. As old hardware fails and manufacturer support fades, parts and fixes become harder and more expensive to find. And the frequent repairs, patching, and downtime? They're sapping your budget, increasing your risk exposure, and keeping your team from doing the work that matters most.

Here's the hard truth: the cumulative expense of trying to keep your legacy system operational often surpasses the cost of upgrading to a new access control solution.

5 questions to ask

- 1 How much time and money does our team spend trying to keep our system running?
- 2 Does our access control system help us comply with cybersecurity and privacy regulations?
- 3 How much loss would our organization incur if our outdated access control led to a breach?
- 4 Does the vendor still support our legacy access control solution?
- 5 When system components fail, can we easily procure new devices or parts?



How modern access control saves you time and money

Enhance system health monitoring

Get real-time visibility on device statuses and other system issues across all your sites. Customize [visual reports and dashboards](#) to keep track of your access control system's health and identify problems that need your attention.

Always keep your system updated

Stay informed about new firmware and software updates and quickly push supported updates to your servers and devices on your own time. Or choose [cloud-based access control](#) to reduce hardware and receive updates automatically without any extra work.

Strengthen cybersecurity and privacy

Safeguard your data and system components with layered defences. Gain end-to-end encryption, multi-factor authentication and strong authorization features. Use advanced tools to spot risks, restrict user access, and enhance overall resilience and compliance.

Replace old devices anytime

Choose an open access control solution to keep some existing hardware and reduce costs during your initial upgrade. Easily swap out older devices as they fail or when you're ready to upgrade them, all while prioritizing your needs, budget, and cybersecurity.

Get trusted vendor support

Streamline your maintenance agreements with [one comprehensive support package](#). Gain access to product improvements and upgrades, on-demand support, and various training, tools, and other perks to keep your system optimized and running well.

KEY TAKEAWAY

Every day you delay your access control upgrade costs you more. Modernization is a sure step to reducing expenses, strengthening cyber resilience, and freeing your team to do what they do best—secure your organization.

KEEP LEARNING:



[Is it time to upgrade your access control?](#)



[Explore GUS, the Genetec Update Service](#)



[Discover the benefits of physical security as a service](#)

Slashing upgrade costs at SYKES with open access control



SYKES upgraded various legacy access control systems at 48 corporate locations by standardizing on Genetec Security Center. Today, their team is managing over 2,800 doors and 70,000 cardholders. Their success shows how choosing an open, flexible access control platform can make all the difference.

“In migrating to the Genetec Security Center platform, we have been able to save over \$680,000 USD in hardware costs. That’s because the Security Center Synergis™ system allowed us to reuse all our existing door controllers, readers, wiring, and power supplies from our legacy access control systems.”

– **Christopher Slone**

Director, Global Security Cyber Operations at SYKES

[Read the full migration story](#)

Access control is the top priority for the fifth year running.

“Sixty-six percent of end users ranked access control (50%) and/or video surveillance (39%) as top processes or capabilities for the year. This aligned with 81% of channel partners’ work focusing on either of these core systems.”

[2025 State of Physical Security Report by Genetec, page 5](#)

“Year after year, respondents continue to prioritize investment in video management and access control systems, as these are central to their success. They need purpose-built solutions that deliver long-term value with the reliability, cybersecurity, and openness they can depend on.”

– Christian Morin

Vice-President of Product Engineering at Genetec



New business opportunities

The opportunity costs of inflexible access control

Your access control system might get the job done. But could it also be holding your business back? Basic features and limited flexibility aren't the worst of it. When there's no easy way to connect your access control solution with other tools and business systems, you're missing out on bigger opportunities—automating workflows, boosting productivity, and turning data into valuable insights that move your organization forward.

Here's the reality: if your access control can't work with other systems or support new ideas, it's not just outdated; it's getting in the way.

5 questions to ask

- 1 Can we connect our access control solution with other business systems?
- 2 Is it possible to automate access control policies across our organization?
- 3 Can our current access control setup help us achieve better compliance or energy efficiency?
- 4 Can we use our access control data to inform other business decisions or applications?
- 5 What's the opportunity cost of holding on to our legacy access control system?



How a modern access control system helps you achieve more

Boost productivity with automation

Sync data between your access control and human resource systems or your Microsoft Active Directory service. Reduce your team's workload, ensuring access rights automatically adjust based on employee attributes and organizational policies.

Streamline ad hoc access requests

Allow employees to use a self-serve online portal to request temporary access across sites. Requests go directly to area approvers via email, who can then review the details and either approve or deny the request with one click—no need for IT or security to get involved.

Use data to inform business decisions

Generate various reports for occupancy, door events, cardholders, and many others. Use this data to identify trends to help you adjust security measures, improve space usage, or enhance compliance.

Explore new business applications

Link your access control to elevator controls, intelligent key cabinets, or payment terminals. Manage who has access to specific building floors or other assets from your access control system, all while getting complete visibility and audit reporting.

Support sustainability initiatives

Connect your access control with heating, ventilation, and air conditioning (HVAC), lighting, and other Internet of Things (IoT) sensors. Optimize energy usage by automatically activating lighting and other building controls when a card taps a reader.

KEY TAKEAWAY

It's time to rethink what your access control is costing you. Modernizing your access control deployment can become a springboard for innovation that delivers value across your organization.

KEEP LEARNING:



[Digitize your access control processes](#)



[Explore the elevator dispatch feature](#)



[Discover the risks of a legacy access control system](#)

Leveling up access control automation at Clemson University



Clemson University uses Genetec Security Center to manage over 2,500 doors and 30,000 cardholders across 120+ buildings. Syncing data between their access control and enterprise systems means their system can automatically give cardholders specific privileges. It's a clear example of how the right platform can drive operational value.

“At the start of the semester, when we have up to 25,000 students enrolled, we don’t have to worry about making sure everyone has access to the right facilities. I can’t even imagine how many people we would need to handle those tasks. Instead, we have been able to leverage the capabilities of the Security Center platform to secure our facilities and grant access where it’s needed. That means our team can focus on other more critical tasks.”

– Steve Robbins

Executive Director of TigerOne at Clemson University

[Read the full story](#)

Five priorities for a smooth access control migration

Taking on an access control migration can feel overwhelming. After all, there's a lot to consider upfront, and a lot at stake if things go wrong. That's why choosing the right vendor is as important as choosing the right solution. Consider the following must-haves.

1

Deployment flexibility

Prioritize vendors who offer you the best of both worlds—on-premises access control systems and cloud-based ACS solutions. Your organization might not be thinking about cloud services yet. But should that change in a few years, you'll be ready for it.

4

Customer references

Ask for references from customers in your industry who've already upgraded to the vendor's access control solution. Reach out to them to learn about their experience, what they'd do differently, and how the vendor supported them during the process.

2

Open architecture

Access control innovation is at an all-time high, and it's not slowing down. An open solution will help you capitalize on that. You'll always have the freedom to choose the technology you want and build a system that fits your business—no trade-offs, no compromises.

5

Professional services

Find out if the vendor has internal specialists who can work with your team and channel partner to support your access control migration. Together, you can create a plan to ensure a faster, disruption-free experience as you make the switch.

3

Migration tools

Look for import tools, CSV file transfers with custom card formats, and database conversion services to simplify the entire migration process. Check if you can easily apply standardized rules and privileges across new systems and customize settings as needed.

KEEP LEARNING:



[Migrating access control in 10 steps](#)



[Considerations and best practices for an access control transition](#)

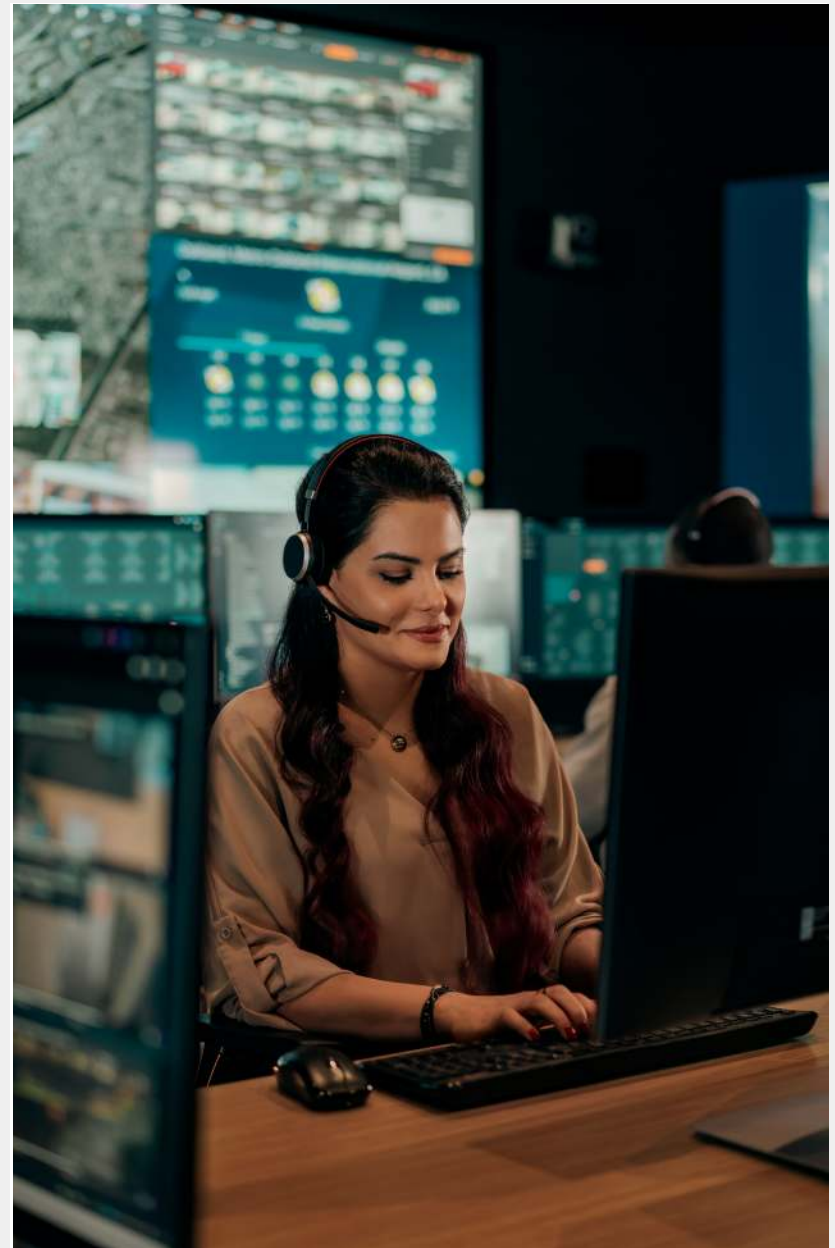


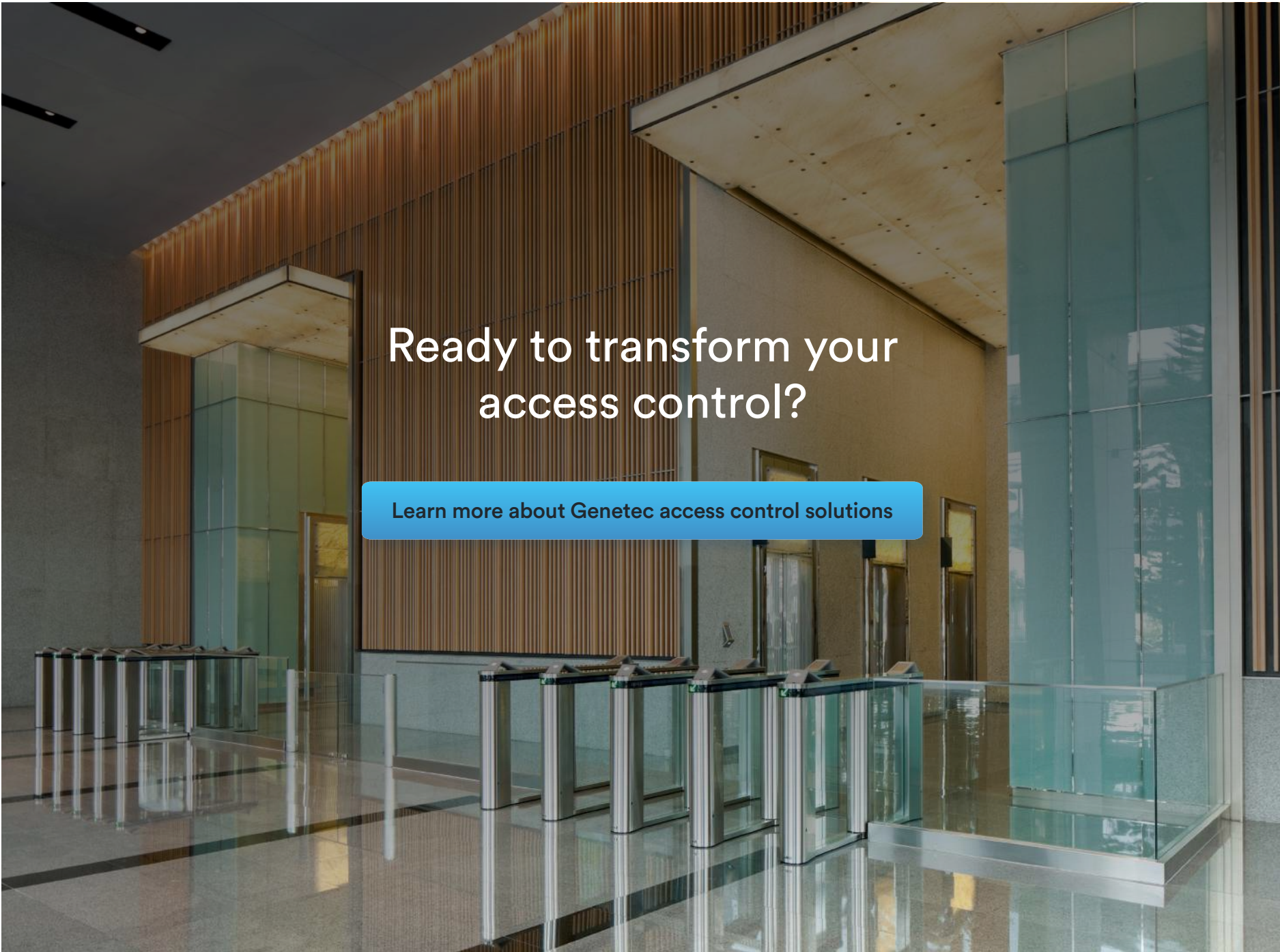
[Explore our database conversion service](#)

Conclusion

Access control isn't just a necessary expense—it's a long-term investment in your organization's security, efficiency, and growth. The right system reduces risk, unlocks automation, and supports your evolving business needs. Treating access control as an investment also opens you up to new opportunities and hidden ROI that outdated, inflexible systems can't deliver.

Don't let your access control tech hold you back from what's possible. With the right platform, access control becomes a strategic asset that boosts resilience, streamlines operations, and positions your organization to adapt and thrive in an ever-changing landscape.



A photograph of a modern building's interior lobby. The space features a polished, reflective floor and walls with a combination of light-colored stone and vertical wooden slats. Large glass windows are visible on the right side. In the foreground, there are several silver turnstiles with glass barriers, arranged in a line. The lighting is soft and even, highlighting the architectural details.

Ready to transform your access control?

[Learn more about Genetec access control solutions](#)



Genetec Inc.
genetec.com
info@genetec.com
@genetec