

Remote access control at Tribes' flexible workstations.

Innovative solution with Axis network door controller through successful collaboration.



Organization:

Tribes

Location:

Utrecht, Netherlands

Industry segment:

Commercial

Application:

Access control, booking system

Axis partner:

IDODI

Mission

Tribes provides subscription-based, fully equipped, flexible workstations and wanted to arrange this by using a flexible software platform which provides various functionalities in the field of facility and security management. This includes booking meeting rooms and assigning access rights, dispensing coffee, and documenting the number of prints that were made. The system needed to be able to facilitate everything with a single card, handle an international roll-out, and be innovative. Above all, all applications needed to be available in one single interface.

Solution

The solution was found in a cloud-based system called EntranceManager. This platform relies on integration with AXIS A1001 Network Door Controller, Vitoz card readers, and Assa Abloy electronic door fittings. The appropriate authorization rights are transferred to the client by means of a Tribes card, which also tracks the client's usage and personal preferences.

This way the client receives a clear monthly invoice of their employees' actual usage. The flexible set-up and cloud availability makes this comprehensive package to support facility and security management.

Result

The implemented system has already proven to be stable and user-friendly. With EntranceManager, Tribes can manage access rights and usage from one single system. All controllers can be fully managed separately from the cloud, which ensures changes can be processed right away. Other systems often need 24 or even 48 hours to reload the system, but EntranceManager makes it possible to grant or deny access immediately. Since clients book meeting rooms online, Tribes also knows which rooms have been used on any given day and can also see which rooms do not need to be cleaned. That saves time on cleaning, and therefore saves money.



Since this system was developed completely in-house, it offers considerable flexibility for numerous other applications. For instance, there are options for visitor registration, monitoring of maps, time registration and camera image integration. IDODI consistently optimizes facility processes, which not only decreases costs but also constantly improves security.

Facility and security management converge in EntranceManager

When IDODI first met with Tribes, there was nothing more tangible than a concept. Even so, an investment in the required platform was requested. This created a natural commitment from all the companies involved. A number of companies have gone their own way, but IDODI truly believed in the concept and managed to convert it into a stable, user-friendly product. "It was a huge gamble, but I had great faith in the plan proposed by Tribes. In the end, we have managed to develop a fantastic product that allows us to meet our clients' future needs. It's really starting to take off now," says Sjouke Wijnsma, IDODI CEO.

The idea behind Tribes is that each location is designed according to the customs of one of the 34 truly authentic tribes the world still has left. In addition to an inspiring working environment, Tribes provides first-class IT and other services to facilitate the lives of working nomads. Clients can sign up for various subscriptions online. The personal details, company data and contract duration are sent to EntranceManager through an integration with Salesforce. Based on this data, the authorization rights are automatically defined and linked to the end user. Being able to manage various rights at a personal level instead of at a card level posed quite the challenge and demanded an entirely different approach than the currently available systems.

After client registration, employees can access any Tribes location all around the world by using their Tribes card. Its use is carefully monitored and documented, and EntranceManager reports that usage data to Tribes in transaction overviews. Using that data, Tribes invoices the client for actual usage per customer (per employee), but can also easily check suppliers based on their presence and hours worked.

Experimenting with beta versions

Because the product was still in development, IDODI relied heavily on Axis. "Axis was highly dedicated and very closely involved; its Sweden-based development department even helped over the weekend whenever necessary. Due to this close collaboration and the availability of beta versions from Axis, we were able to make a new product," says Sjouke Wijnsma from IDODI. Assa Abloy was also a committed partner and provided beta versions of their software. In the preliminary phase, IDODI also considered other hardware suppliers, but no other system was capable of providing the same openness as AXIS A1001. The product can also be managed and modified based on client preferences, and can also seamlessly integrate with other systems, such as the Assa Abloy system."

Configured installation

Since the first location launched, IDODI has learned substantially from the installation process. "We did our first installations completely ourselves, but some locations have also been installed by third parties. In those situations, IDODI took care of the configuration and the installation was done by third parties. The most remarkable aspect of this approach was the speed with which the system could go live. In most cases, go-live was a mere two hours after installation. Due to the cloud-based system, this was all done remotely.

This not only saves time, but also shows how easy it is to facilitate an international roll-out. Here in the Netherlands, it still lies within the realm of possibility to just get in the car and go to the location, but that is significantly harder on international projects. Precisely this flexibility and the guaranteed delivery shows the added value of a cloud solution for Tribes," says Wijnsma.

IDODI delivers the product with a complete configuration. Moreover, since it is developed in-house, they can respond quickly to requests from the market.





Modified revenue model

AXIS A1001 Network Door Controller can operate two doors at the same time. Combined with the Assa Abloy link to Aperio, it can handle a maximum of eight doors. Due to the size of Tribes, the standard revenue model is not aligned with this client. For that reason, IDODI took a different approach by charging a monthly fee based on a sliding scale rate. To facilitate the expansion of EntranceManager, they are on the lookout for one or two partners per country that could deliver the product.

Pioneering

"When we met up with Tribes through my network, they had absolutely nothing tangible yet. They were looking for parties that would help them build the concept from the ground up. Tribes' requirements were much too specific for most companies, so those parties chose to decline participation in this project. IDODI, due to its experience in software development, quickly realized that they could bring this project to a good end. We got on board at the pioneer stage, when everything was still new. Requirements were set for integrations at a time when we did not even know which integrations would be needed. However, we took the chance, because we believed in the concept," Sjouke Wijnsma states.

New applications

"Since EntranceManager has an open set-up, we know that we have not utilized its full potential, not by far. We are still finding out new ways of using applications and integrations, which is why we are already applying EntranceManager successfully as a solution in education, health care, recreation, logistics and data centers," concludes Wijnsma.

"No other system was capable of providing the same openness as AXIS A1001."

Sjouke Wijnsma, IDODI CEO.



About Axis Communications

Axis offers intelligent security solutions that enable a smarter, safer world. As the market leader in network video, Axis is driving the industry by continually launching innovative network products based on an open platform - delivering high value to customers through a global partner network. Axis has long-term relationships with partners and provides them with knowledge and ground-breaking network products in existing and new markets.

Axis has more than 2,100 dedicated employees in more than 50 countries around the world, supported by a global network of over 80,000 partners. Founded in 1984, Axis is a Sweden-based company listed on NASDAQ Stockholm under the ticker AXIS.

For more information about Axis, please visit our website www.axis.com.