



YOUR  
**ENTRY**  
EXPERTS.

## CLOSING THE SECURITY GAP.

### WELCOME TO THE WORLD OF **SECURITY ACCESS SOLUTIONS**

Organisations face a wide range of risks every day, most of which can be addressed by controlling access to their buildings. We have seen many attempts by companies to reduce liability by implementing physical security solutions – electronic door locks, security guard supervision, cameras and access control devices on swinging doors. Yet all of these efforts fall short when compared to the effectiveness of proper security entrances. Professional security entrance solutions never get distracted. They successfully mitigate tailgating, every time.









# RISK MITIGATION SOLUTIONS.

The nature of business risks has changed and expanded in recent years. In the past, businesses might have worried about losing share to a competitor, or about a price increase on a key raw material. Today, the list of potential risks is a lot longer and includes events that can happen faster and be far more dangerous - active shooters, cyber attacks, acts of terrorism, activism, protests, workplace violence, the list goes on. These new risks pose real threats, not just for short-term profitability but also for basic business continuity itself.

Moreover, if a company is found to have neglected to take reasonable precautions against such incidents, then it could be held liable for the resulting damages, leading to crippling liability judgements, loss of reputation, work interruptions, and even the removal of the leadership team.

Concurrent with the increased risk of violent incidents, we have seen a change in the regulatory climate. In the USA, the passing of Homeland Security legislation to protect critical infrastructure has included industries such as manufacturing, energy, transportation, technology, etc. has been a significant development. With many local regulations, we see that determining and mitigating a threat at the entry point is as important as preventing a hacker or a terrorist from penetrating the walls of IT and facilities.

The entrances of company facilities must be considered as part of the security solution in the planning phase and then in an ongoing way. This approach is the best way to address and mitigate risk and avoid the resulting potential liabilities.



# BENEFITS OF A SECURE ENTRANCE.

If an intruder can infiltrate a building's entry points, then all other security measures put into place are simply reactive. The intruder gets inside – cameras record it, and guards respond to it – but the fact of the matter is that they are already inside the protected area. Securing an entrance is vital for an effective risk mitigation strategy that involves keeping an intruder where they belong – outside.

The possibility of intrusion is not far-fetched. A recent survey by Security 500 indicates that the top three risks to an organisation's reputation and brand include workplace violence and active shooter, cybersecurity, and terrorism threats. All of these are impacted, to a high degree, by the ability, or inability, of a physical intruder to gain access to the interior of a building.

Security entrances are the only proactive solution that address the risk of unauthorised entry (including tailgating and piggybacking) before it happens.

## TAILGATING

Tailgating is one of the most common security breaches. It works as follows in a corporate office scenario: an employee presents credentials at a swing door, opens it, and politely allows another person to enter. This social engineering scenario exposes a building to undocumented and unauthorised entry by individuals who could inflict harm upon your property and / or employees.

The formal definition of tailgating is "An unauthorised person who follows an authorised person into a building". Tailgating can occur innocently with two people who know each other and try to 'help' the other person inside because they have forgotten their access card and so on. However, tailgating can also occur when an unknown second individual maliciously tries to sneak in behind an authorised person.

By design, security entrances take the pressure off employees by providing a range of tailgating mitigation assurance levels, from guard assistance all the way up to very high security levels that are effective even when unstaffed.

## PIGGYBACKING

Whether the intention is innocent or dishonest, piggybacking is an act of collusion by two people attempting to enter through a security entrance at the same time, using only one authorised credential. While tailgating and piggybacking are often used synonymously, they are different when referring to security entrances. High security doors work to combat collusive piggybacking through the use of a sophisticated overhead sensor system that can detect when more than one person is inside a compartment designed for one.



# USER IDENTIFICATION.

Creating a secure entry involves granting and managing access to areas within a building, ensuring that only authorised individuals can enter. To do this, companies must first identify factors that are unique to each, such as fingerprints, four-digit codes, hand or facial geometry, etc. Once a digital identity is created, they can manage each user's access to areas or zones within a building or campus as the case may be.

The most sophisticated access management system or device is ineffective if the entry is not properly secured. If a user is permitted to present their credentials at a swing door, the risk of an unauthorised entry has not been properly addressed. But when identity is coupled with a physical security barrier, instances of tailgating and piggybacking are addressed up front, and the risk can therefore be accurately managed.



Creating a secure entry by unique identification factors such as fingerprints, hand or facial geometry.



# ENTERPRISE SECURITY RISK MANAGEMENT (ESRM).

To effectively manage risk, companies must develop a consistent, strategic framework across their entire enterprise. This framework, known as ESRM, is an ongoing process that begins with the assessment of each security-related risk to the company. Once the threats are identified, effective mitigation plans must then be created and implemented, risk owners must be identified for incident management, and appropriate remediation efforts must be instituted. By developing an ESRM framework, companies are positioned to aptly address any new risks that may pose a threat to their business.

This strategic framework is often created by identifying each factor within the risk equation.

## THE RISK EQUATION

Companies assess their risk through the use of an equation:

$$\text{Risk} = \frac{\text{Threat} \times \text{Vulnerability} \times \text{Impact}}{\text{Countermeasures}}$$

Evaluating risk begins by identifying both threats and vulnerabilities within a business. The terms “threat” and “vulnerability” are often used interchangeably, and although linked, are different elements associated with risk. A threat is an internal or external action or behaviour threatening a company. And vulnerability is an element that is subject to exploitation. Vulnerabilities can be categorised, counted and evaluated. To give an example, a threat is an active shooter incident, while a vulnerability is a building’s entry points.

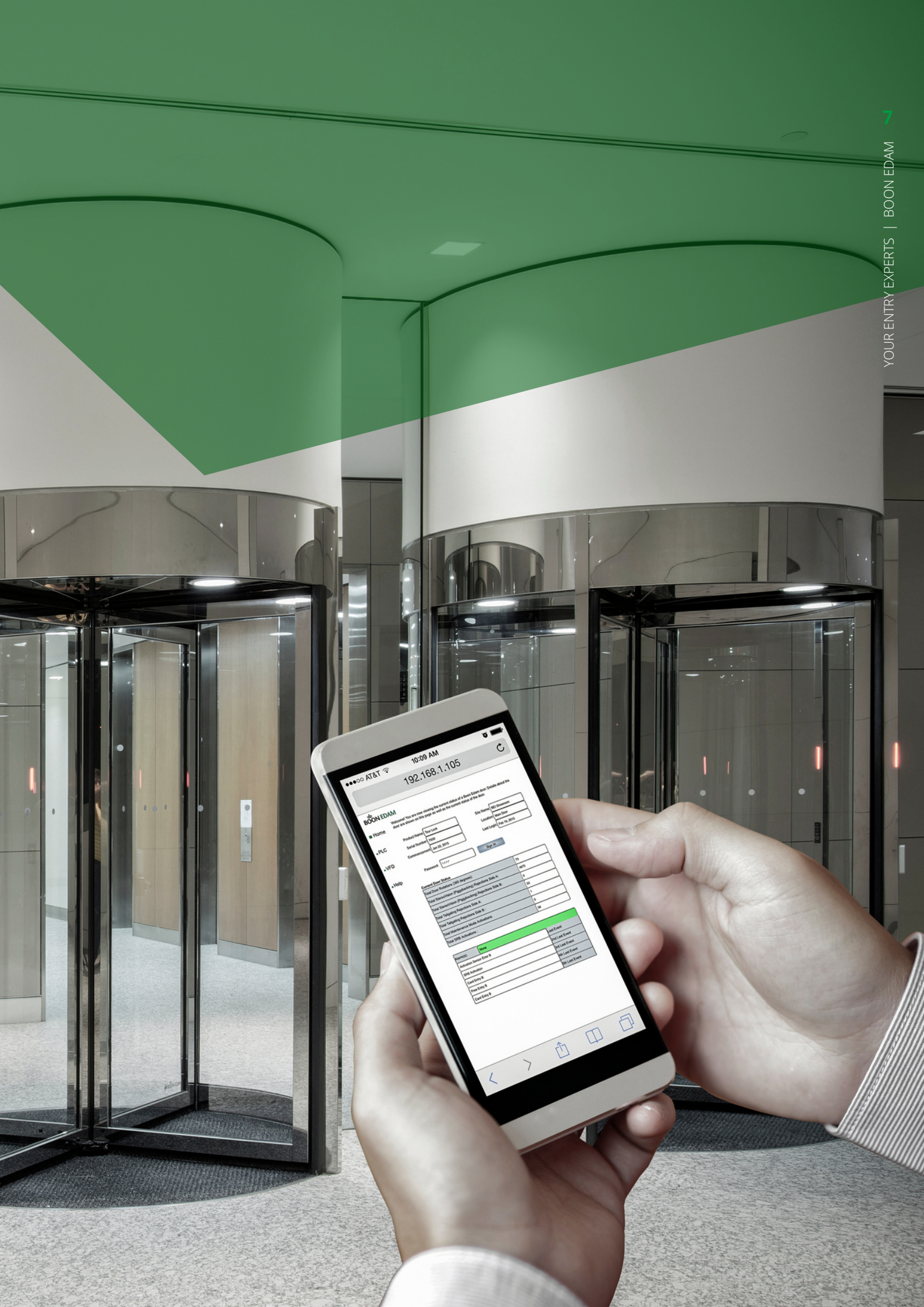
So, risk assessment begins by quantifying a company’s threats and then assessing all security-related vulnerabilities.

The next part of the equation involves identifying countermeasures, or methods for managing any incidents that arise. The countermeasure is the most important element for ensuring a risk does not turn into a costly and timely liability. In our earlier example of an active shooter threat and vulnerable entry points, a physical security entrance would be an effective countermeasure.

The risk equation is not used to calculate a numerical risk percentage. Rather, it is meant to get security professionals thinking about the threats and vulnerabilities present at their facilities, and to get them to consider whether or not the countermeasures in place are effective at mitigating those risks.

When it comes to the risk of unauthorised entry, physical security entrances are the most effective solution for ensuring the risk of infiltration does not turn into a liability. But not all entrances are created equal, and each type differs in its ability to address tailgating and piggybacking.









# LEVELS OF SECURITY – **NOT ALL SECURITY - ENTRANCES ARE EQUAL.**

When it comes to physical security entrances, there are some different options available to choose from – high security portals, security revolving doors, speed gates, full height and tripod turnstiles. These options vary greatly in their capabilities and can confuse security managers looking to secure their facilities from risk. To assist professionals in selecting the right entrance solution, we have categorised security entrances by their level of security, as it relates to tailgating mitigation. Is the goal: tailgating deterrence (low security level), detection (medium security level) or complete prevention (high security level).

We also recognise that a company may have more than one tailgating mitigation goal within the same building, as security is best when done in layers. Different entrance solutions apply to different layers within a building.



## LOW, MEDIUM AND HIGH

The impact of a security entrance is dependent on its ability to either deter, detect or prevent tailgating. These outcomes are easily met with the correct security entrance at the correct point.

### Low Security | Full Height and Tripod Turnstiles, Wide Lane Gates and Monitored Access Solutions

While all security entrances are a physical deterrent against intrusion, full height and waist high turnstiles do not have presence sensors or alarms to alert guard staff of infiltration. Therefore, their presence serves as a deterrent against casual attempts at defeat by climbing or crawling over. These solutions are appropriate for building perimeters, supervised locations, or any location that is looking to control large crowds. They may also be used for "exit only", allowing people to leave but deterring them from entering.

### Medium Security | Speed Gates

When it is critical to balance security and visitor management, entrance solutions that detect tailgating are key. Our speed gates provide a strong visual obstacle against intrusion, and, when coupled with biometric and access control devices, can raise alarms to alert guard staff of unauthorised entry in real time for quick action. Ideal for building reception areas, the speed gates also work to support regulatory compliance and risk reduction at companies across the globe.

### High Security | Security Revolving Doors and Portals

When security is critical, high security revolving doors and portals reliably prevent intrusion through their working principle. Virtually impenetrable, these high security solutions allow for the elimination or reallocation of guard supervision, providing owners with a quick return on investment.

Also, by examining metrics gathered by sophisticated overhead sensor systems in the doors, owners can predict and quantify their actual risk of infiltration. Used often at employee-only entrances and to secure areas containing sensitive data or personnel, these solutions are a breed of security entrances unlike any other.

## MANNED VS UNMANNED SOLUTIONS

The three levels of security can also be discussed regarding guard requirements – does an entrance need to be manned (supervised) or is it effective as an unmanned solution?

Entrances that fall under the low and medium security levels cannot stop a tailgating incident from happening on their own. Therefore, a guard should be ideally stationed within sight of the entry at all times for proper monitoring. The cost of this supervision should be factored into a company's annual budget as a necessary expense. If a business were to deploy an entrance that required manned supervision and chose not to supply staff members for monitoring, they could be held liable for the devastating impacts of someone, unauthorised, getting in.

High security doors and portals are designed to be unmanned security solutions. Due to their ability to prevent tailgating and piggybacking through sophisticated technologies, these doors do not require guard supervision for monitoring. While the initial cost of these solutions is higher, the savings achieved by eliminating or reallocating security staff allows businesses to achieve a return on investment in as little as one to two years - depending on the cost for 24/7 guard service.



# FAIL-SAFE AND FAIL-SECURE.

---

It is essential to determine how your security entrance will operate under a power loss scenario, as the selected action will have dire security implications.

A fail-safe operation allows staff and visitors inside a building to easily exit through the door or turnstile upon power loss. But, this also means that the barriers will be open, giving potential intruders access to the building. A fail-secure operation locks the entrance when power is lost, forcing those inside the building to seek alternative routes for exiting. If applicable for the entrance model, companies often choose to configure the entry for fail-secure in the entrance direction and fail-safe in the exit direction. This functionality prevents anyone from entering the facility but allows personnel inside to exit the facility safely and securely.





# PARTNERING WITH US.

11

YOUR ENTRY EXPERTS | BOON EDAM

When talking about a large and long-term investment such as an entry product, careful consideration should be taken to make sure you are selecting a professional partner that will remain in the picture for the life of your purchase. At Boon Edam, we believe in providing an elevated, transparent experience for our clients.

The reason our customers choose to work with us is that we have proven ourselves to be different. In a world full of merely average products, which all blend in together to look and feel the same – we pride ourselves in offering more. This value that we add to our already premium selection of entry solution is the difference we know our partners are looking for. We want to share some of this insight with you on the road to help you understand why we are the only choice when it comes to entrance solutions and services.

We are leading the field when it comes to supplying top quality revolving doors, high security doors and speed gates to customers across the world. As a third generation, Dutch family business who pride ourselves on our knowledge and dedication to this specialised market. From the moment you talk to us about your entry vision, all the way through the decision making process until after sales and service – you are in safe hands with us.

Our promise is our commitment to making you feel welcome and secure, and our mission is to help you make a decision that adds value to you and your business. This is how we do it:

- **STRONG CONNECTION**

Wherever you are in the world, Royal Boon Edam is close-by

- **PROVEN RELIABILITY**

Long standing, loyal clients prove our consistent commitment and reliability

- **CAREFULLY TAILOR-MADE**

Premium standard products can be fine-tuned with you in control (See 'Level Up')

- **ON-TREND CRAFTSMANSHIP**

The perfect balance of new technology with care and attention to detail

- **SECURE INVESTMENT**

Your ROI is important to us, and we help show you how

- **TRUSTED PARTNERSHIPS**

We are in it for the long-term with you

We call this the "Boon Edam Experience", and our entry experts are on hand to tell you more about it and walk you through the journey to your perfect entrance.

# OUR REACH IS GLOBAL.

---

We have been in business for more than 140 years manufacturing premium aesthetic and security entrance solutions in the Netherlands, United States of America and China. We can confidently say that we cover every corner of the globe with subsidiary companies in major cities across the globe. Furthermore our global export division not only partner with our distributors, but also offer direct sales and service to every territory. This wide net allows us to have a strong global footprint as well as a personal grasp of local markets and their unique entry requirements.

To find your closest Boon Edam expert, please go to:  
[www.boonedam.com.au/contact](http://www.boonedam.com.au/contact)



**Boon Edam Australia Pty Limited**

**T** 1300 689 905

**E** [info@boonedam.com.au](mailto:info@boonedam.com.au)

**I** [www.boonedam.com.au](http://www.boonedam.com.au)

  
**BOON EDAM**  
YOUR **ENTRY** EXPERTS.