



YOUR  
**ENTRY**  
EXPERTS.

CASE STUDY COMPILATION.

## CORPORATE HEADQUARTERS.

WELCOME AND SECURE **AT WORK.**

The entrance to your company is so much more than a simple door or gate. It is also the first touchpoint for your customers and visitors and where they will make their first impressions of your business. It is also the point where your hard-working staff will be coming in and out every day. Many factors need to be taken into consideration from the required level of security to aesthetics and installation. This segment requires a variety of solutions at their entrances and exits to ensure that the only people entering the building are those who are supposed to be there.





"They will not leave you out in the cold, and I love that."

- SIMON KUITERT, CORPORATE SECURITY MANAGER.

## LIBERTY GLOBAL.

**Liberty Global is an international telecommunication and television company, and also one of the largest internet service providers outside of the United States. Liberty Global operates in 14 countries and has over 35,000 employees. Consumer brands under the Liberty Global umbrella include Vodafone Ziggo, Virgin Media, UPC, Unitymedia and Telenet.**

Liberty Global operates seven office buildings in Schiphol-Rijk, The Netherlands. This location employs around 1,600 people and has a strong emphasis on security as a top priority. Deploying a combination of technology, private security staff and a general security awareness program, Liberty Global was still in the market for additional, higher security measures.

### A NEED FOR HIGHER SECURITY

"We did have security at the main entrance, but it could not always prevent people from entering our central hall unnoticed," said Simon Kuitert, Corporate Security Manager at Liberty Global. "Moreover, there were several entrances where visitors could enter along with employees, without being seen. Often, they were not yet in restricted or private spaces, but we would want to know who comes in our building. That is why we introduced single point of entry during a recent renovation."





## CHALLENGE

- Provide higher security for 1600 employees over seven buildings
- Provide better control and monitoring of visitors at the main entrances

## SOLUTION

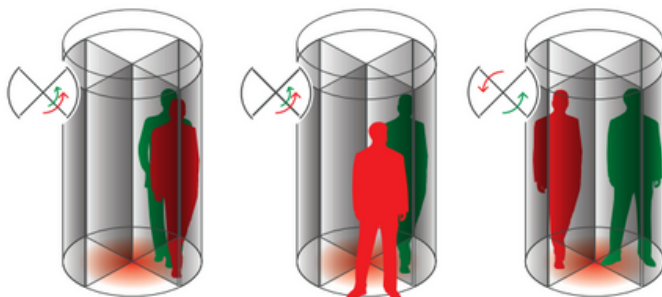
- Install Lifeline Speedlane Swing Speedgates at the main entrance
- A wide lane access gate to facilitate disabled entry and large item deliveries
- A high security revolving door allowing an unmanned entrance to only authorised personnel
- A 'single point of entry'

## BENEFITS

- Provide relief to security and reception staff
- Allow a high throughput of visitors
- Aesthetically pleasing yet built-to-last
- Anti piggybacking and tailgating

## PIGGYBACKING AND TAILGATING PREVENTION

The company chose Boon Edam's Lifeline Speedlane Swing speed gates at its main building. This building has a receptionist present during office hours to welcome employees, visitors and vendors. The speed gates combine security with aesthetics and provide a high throughput. Due to an existing underfloor heating system that prevented drilling into the floor, the speed gates were placed on a sleek platform for a seamless look. A wide lane access gate was also added for those in wheelchairs or with trolleys and large packages.



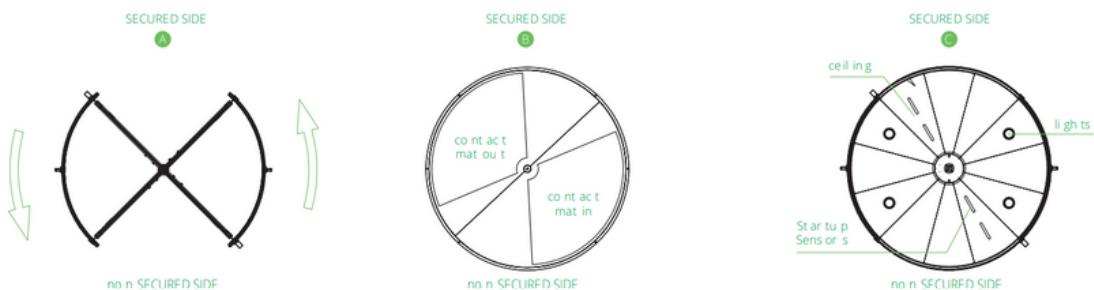
Higher security measures were implemented at the company's other six buildings. Boon Edam's Tourlock 180 security revolving doors ensure that only one authorised employee can enter the building at a time. If an unauthorised person attempts to follow an employee in the trailing compartment of the door, the door senses their presence and stops rotation of the door in a position that rebuffs the tailgating attempt yet allows the authorised person to continue.

# PHARM RESEARCH ASSOCIATES LTD.

Pharm Research Associates Ltd is a research centre founded in 1996, which provides commercial, physical and biological research and development. The company had previously installed a Crystal Tourniket revolving door at their Reading Head Office and turned, once again, to Boon Edam for expert advice on their Swansea upgrade.



Pharm Research Associates needed to refurbish the entrance at their facility based in Swansea. Before the refurbishment, the entrance at the Swansea site had a revolving door installed which was not a Boon Edam product. The pre-existing door was beginning to lose functionality, and Pharm Research Associates required an upgraded replacement.



## ACCESS CONTROLLED ENTRY

Pharmaceutical companies require enhanced levels of security due to sensitive data which is, more often than not, held on site. There is always a critical need to monitor and control who is entering the building, ensuring unauthorised access and security risks are prevented. Besides requiring an access control solution to support the company's high security requirements, there was a more general need for the traffic flow of people entering and exiting the building to be controlled.



The client worked closely with Boon Edam to establish potential threats and ensure the appropriate level of security was incorporated into the new entry solution. It was important for the selected product to be correct, not only to meet the buildings requirements, but also to fit with the existing culture. Initially, there were concerns from on-site employees about the perceived access issues brought on by heightened security measures.

“The original door was installed by another entrance provider, not only was it an old performing product, it was obvious to me that the door did not serve the true purpose of what our client required,” said Neil Simons, National Sales Manager for Boon Edam Limited.

## A CONFIDENT AND THOROUGH EVALUATION

Boon Edam's team met with the client to present a range of possibilities and provided reassurance that heightened security would not be problematic, or affect the smooth operation of the entrance. Upon evaluating the range of entry options, the client chose Boon Edam's automatic Tourlock 180 revolving door with an aluminium finish for Pharm Research Associates' entrance.

The client decided on a Tourlock 180 high security revolving door with four wings and an added one-way weight system for their upgraded entrance. The Tourlock's weight system offers a high level of anti-tailgating detection and has sensitive scales integrated into the floor of the door to assess the weight of the visitor. The system is set to a pre-defined weight limit, ensuring that any tailgating attempt is also effectively prevented.

Neil goes on to say, “We had already worked with the PRAHS before on their headquarters in Reading, so we knew the client well, this made it easier for us to specify the right solution. With the facility holding sensitive clinical data, the Tourlock 180 was the perfect fit. Not only does it provide a stronger more technical security solution for the building, but it also allows for higher throughput levels.”

## FINE-TUNED TO THE CUSTOMER'S EXACT NEEDS

The exact level of security was matched specifically to the client's needs. Installing the Tourlock 180 revolving door with four wings meant that multiple users could occupy the door, as opposed to a one-in-one-out system as with a three-wing door. This configuration ensured the day-to-day operation of the secured entrance met the requirements specified by the client. The project took eight months in total, from confirmation to installation, despite some bad weather hindering the progress of the project, Boon Edam installed the new door in only four days. After the installation, a standard 12-month warranty was provided to ensure the aftercare of the door. Boon Edam also provided a customer orientation, to inform staff how to use and care for the product throughout its lifetime.

### CHALLENGE

An outdated revolving door at the main entrance needed to be replaced with a more modern and secure solution to suit the sensitive industry.

### SOLUTION

Installation of a high security revolving door – the Tourlock 180, automatic 4-wing model in an aluminium finish with a one-way weight system and integration with a third party access control system.

### BENEFITS

- A modern, high security entrance to manage and control visitors to the sensitive area
- 4-Wing configuration to facilitate a higher throughput
- Peace-of-mind in a 12-month warranty
- Training and user-adoption instruction given to all end-users





## TELE2 SWEDISH HEADQUARTERS.

**European telecommunications operator, Tele2 were moving into new offices in Kista Science City - Stockholm as their headquarters. It had been decided that they were going towards an ActivityBased Workplace, featuring large, open work areas where people could move freely throughout most of the building.**

Tele2 was moving into a new building with an “Open Office” design. The challenge was to create a transparent, inviting atmosphere while still maintaining a high level of security. Furthermore, an emergency exit was also required through the gates. Together with Tele2 and BAU architects, Boon Edam started sketching and researching, to find the perfect solution for the main entrance to the building.

The original plan to make the building as open as possible, changed slightly to accommodate important security needs, both around the entrance and throughout the whole building itself. Peter Walker, co-founder and lead architect at BAU says, “Apart from the courtyard being a social area for the entire company, where they could have parties, meetings and so on, there was, of course, a security aspect. Creating a natural and inviting atmosphere in relation to security was one of the most significant challenges. From a technical point of view, it’s easy to achieve high levels of security by raising barriers. The Boon Edam solution, however, with the speed gates is discreet and unobtrusive.”



“Boon Edam was very helpful throughout the whole project, and we value their expertise. They were the most engaged, gave us the best feedback, and came up with the best design.”  
- TOMI NYLUND, SECURITY MANAGER

## LEVEL UP IN SECURITY WITH HIGH GLASS

Nine Speed Gates from the Lifeline Speedlane series were installed - the original Lifeline Speedlane Swing model with the additional high glass. A combination of basic and wide gates ensured that wheelchairs and large objects, as well as regular traffic, could flow smoothly through the gates. A further four Speed Gates were installed at the entrance to the building's restaurant. The solution accomplished an entrance that met the specific security demands of the building allowing for smooth access for visitors and employees.



### CHALLENGE

The secure entrance solution was required to create a transparent and inviting atmosphere while still maintaining a high level of security.

### SOLUTION

A total of 14 high glass speed gates, consisting of a combination of both standard and wide gates. 9 Speed gates leading into the entrance, 4-speed gates leading to the restaurant and a final one leading towards a separate office space.

### BENEFITS

- An entrance that meets security demands
- Smooth access for visitors and employees
- A seamless, inconspicuous design
- Remote operation

## BOONTOUCH REMOTE OPERATION

An unobtrusive design solution was created, which caused minimal inconvenience to the users. Remote operation was possible from the primary, manned-security desk using the BoonTouch control panel. A transparent and inviting environment has been created while still maintaining a high level of security. The entrance is now beautifully aligned with the intended flow of the whole building.

## PRODUCT SPECIFICATIONS

### Speed Gate: Lifeline Speedlane Swing

- Passage width: 615 & 915mm
- Glass height: 1800mm
- Disabled access: Yes
- Capacity: 25-30 persons / minute / direction



## UNUM INSURANCE.

**Unum is a leading provider of financial protection benefits for employees, including disability, life, accident and critical illness insurance that it markets under the Unum and Colonial Life brands. Security is of primary importance to its business, not only in the form of information security but also the protection and well-being of its nearly 9,000 employees in the United States of America.**

“We needed a cost-effective solution for our entrances that also provided security at the same level as human monitoring,” said Ron Demers, Unum Corporate Security Manager. “We needed a solution that would fit our specific building needs and allow for the comfortable flow of employees in and out of the offices.”

After a full evaluation of options, Unum installed its first security revolving door – a Boon Edam Tourlock 180+90 – at their Portland, Maine, location in 2003. The selling points were quite compelling for Demers, “It gave us the same security as a security officer. And, depending on the entrance and the installation costs, we were looking at an ROI of only two to three years.”





## CHALLENGE

Implement a cost-effective security solution to protect not only secure financial information, but nearly 9,000 employees are coming in and out of the offices on a daily basis.

## SOLUTION

Install security revolving doors that do not require monitoring by security officers and can accommodate large traffic flows.

## BENEFITS

- Durable, reliable solution
- Decreased tailgating and piggybacking
- High throughput
- Unmanned entrance
- Two to three year ROI
- Nationwide deployment of security entrances
- Exceptional customer service

“Security revolving doors are now a standard part of our construction package, and we have a real partnership with Boon Edam...”

## HIGH THROUGHPUT HIGH SECURITY

To date, Unum has installed 21 Boon Edam Tourlocks at their buildings in Portland, ME; Chattanooga, TN; Columbia, SC; and Worcester, MA. With up to 8,000 entries and exits per week at its busiest doors, Demers has been surprised at the large amount of usage and the durability of the product. “If an employee experiences any mechanical issue with the door, we hear about it right away,” Demers said. “Over all these years, we’ve only had minor maintenance given the usage of the doors.”

## A STRONG COLLABORATION

“Security revolving doors are now a standard part of our construction package, and we have a real partnership with Boon Edam,” Demers continued. “From the initial sales presentation 12 years ago to today, it’s been great. When we call into Technical Services, they know exactly who we are. We’re not a huge account, we know, but we’re treated like we are.”

Looking forward, Demers and the security team are starting to evaluate all of their building lobbies, and they are considering moving toward a containment area strategy, to augment their higher level security at each building entrance.

# OUR REACH IS GLOBAL.

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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/contact](http://www.boonedam.com/contact)



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