



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



**BOON SELECT.**

THE **SOLUTION MAPPING** TOOL



# PIECING THE PUZZLE TOGETHER.

Being responsible for making the right decision on your entrance solution can be a challenge. Not only is it a considerable initial financial investment, but also you are responsible for the safety and customer experience of the end-users themselves. Our entry experts at Boon Edam have designed a decision-making tool to help walk you through the choices available to ensure that together we find the right product for the right place.

Learn more about the below seven considerations which you, as a decision maker, should bear in mind before investing in your entrance solution:

- Throughput
- Security
- Safety
- Aesthetics
- Technology
- Comfort
- Service

## KEY BENEFITS

- Making an educated decision
- Collaborating with an expert
- Peace-of-mind
- Confidence in your long-term investment
- Creating an entrance tailored just for you

## HOW IT WORKS

We use this solution mapping tool, together with our customers, to work them through the critical questions needed to be answered to make sure the right entrance solution is selected and installed. This tool makes people think about the 'why' and all of the considerations that will affect the end decision. Our entry experts are trained to help you through this process – with proven results. Working through each of the seven considerations carefully, ensuring all the questions are considered and accounted for in the journey which will end in the correct decision being made.







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## THROUGHPUT

Throughput affects users on a daily basis. To make the correct entrance decision, it is important to consider both the type of users as well as the number of users during certain times of the day. For instance, are there children, prams or trolleys entering? Are there specific peak times of users, a changing shift or possibly a lunchtime? Does traffic require a certain 'comfort zone'? And is there a need for accessibility for wheelchairs and your deliveries?

## SECURITY

Security should be deliberated in every entrance decision, from doors to barriers. High on everyone's radar these days, you should give thought to whether there are different security zones you would like to establish within your building. Think about the risks you are trying to mitigate, is prevention or detection of tailgating preferred, and does the security level vary at different times of the day? Also, consider whether the public would need access to secured areas and finally if there is a need to secure the entrance remotely.

## SAFETY

The safety of employees, visitors and users to your building is paramount and should be an important factor when making an entrance decision. Mull over the different user types; children, elderly users as well as to what extent you need the solution to keep the occupants of your building safe; is there a specific security level you need to achieve? Evaluate any local codes or norms the solution may need to conform to, as well as what your fire or evacuation, crisis or emergency strategies are.

## AESTHETICS

A building entrance is the calling card, the first impression for both your staff and visitors. It is therefore important to balance functionality with design to achieve your design goals. Think about the use of aesthetics to achieve high-end, high-tech, blend-in or stand-out entrances, fit for their function and purpose. Take into account different materials, glazing options and architectural finishes to match your design ambition.

## TECHNOLOGY

Technology is at the heart of many products and services, including those in the entry. As technology is continually evolving, it should be top on your list of considerations when thinking about up to date and future-proof innovations. Using more recent technologies and enabling consistent updates will ensure optimal performance and therefore minimise the impact on carbon footprint. Is it sensitive to local country power legislation and health and safety? Also look at integration capabilities, what additional, and new technologies can integrate into my entry choice? Plus, trend research is important. Is there a dedicated task team scanning the globe for innovative technologies to boost life-cycle and efficiency?

## COMFORT

Comfort should be examined regardless of what entrance you select. Think about ease of use, intuitiveness and user experience, but also about environmental comfort. You should consider the importance of energy efficiency in your building, and whether there are any energy certifications you are looking to achieve. But also consider the impact of the entrance on your staff and visitors sitting in the area.







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## SERVICE

Service relates not only to service of our physical product, but also service **to you**, our customers. Service and maintenance are typically considered last when making a buying decision. Yet, during and after installation the level of service directly impacts continued operations and your ROI. You should base your expectations on response times in times of breakdown, planned preventative maintenance, as well as your need to life-time cover or your concern for product usage data.

Training should be part of the service provided. You should consider the level of impact on the end-user and how you will ensure safe and efficient use. What kinds of workshops, manuals and training programmes

will be necessary for the end users? Additionally, is installation, service, planned maintenance and post-installation technical training going to be needed?

## LEVEL UP

Once you have evaluated all of the above seven considerations and made your product choice, you are in a position to fine-tune your entrance solution. With help from your entry expert, you can dive deeper into increasing or adding functions and features based on what you deem to be most important for that specific entrance.

For more about Level-Up options, go to:  
**[www.boonedam.com/levelup](http://www.boonedam.com/levelup)**

You can also 'Level Up' in any of these BoonSelect categories:



THROUGHPUT



SECURITY



SAFETY



AESTHETICS



TECHNOLOGY



COMFORT



SERVICE

# OUR REACH IS GLOBAL.

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We have been in business for 150 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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