

**K&A** INDUSTRIES  
IDENTITY MANAGEMENT  
*We do ID right.*



PROFESSIONAL  
SERVICES

**2020**

51 Cragwood Road, Suite 204 • South Plainfield, NJ 07080  
(908) 226-7000 • (800) 688-9202 toll free • (908) 226-7007 fax

[KAindustries.com](http://KAindustries.com)

# SECURE CREDENTIAL CUSTODIAL SERVICES

## Having security concerns about the vulnerability of your access control system?

The use of traditional 125 KHz low frequency proximity access cards to support employee badge issuance is problematic because:

- Proximity technology is **30 years old** and highly vulnerable to security risk.
- Allows for the possibility of an employee working at one facility to gain unauthorized access to another facility. **Many proximity card formats are unprotected** since there is limited availability of formats, facility codes and card number ranges leading to duplicate cards being issued.
- Proximity technology **can be quickly and easily duplicated** with the use of an inexpensive handheld card-cloning device that can be purchased through on-line merchants and walk-in kiosk locations found at [www.key.me](http://www.key.me).



## We have the perfect **SECURE** credential issuance solution for you!

We offer an in-depth consultative service and can build your organization a future roadmap for secure credential issuance.

Then we work alongside access control system manufacturers, integrators, and third-party system vendors to ensure the implementation process is easy for our clients - sit back and let us do the work!

## Credential security starts with custom secure key development from K&A!

Imagine having an open architecture secure credential with custom keys that can only be used within your enterprise. As your encryption key custodian, we design the custom key sets and you have 100% full ownership!

You are no longer pigeonholed to specific manufacturers since the technology is not manufacturer-specific, allowing you to leverage your buying power and keeping security as the highest priority.

## YOU OWN THE SECURE KEYS. YOU CONTROL YOUR FUTURE ROADMAP.

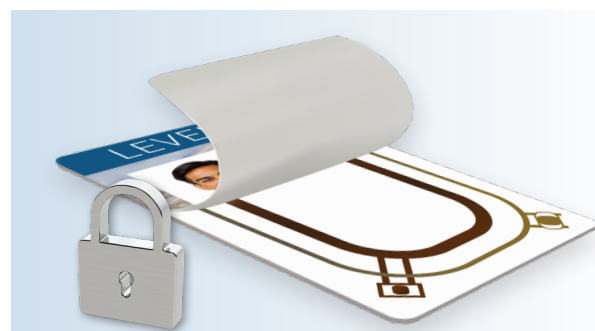
## An example of how this process works...

### Phase 1 - White Boarding & Future Proofing

- K&A's project team works to understand all existing card formats presently in use **to determine the common legacy card technology being phased out**. In many instances, there are multiple card formats and technologies used across a client's enterprise.
- Our project team simultaneously evaluates all existing PACS readers in place to determine if they can be upgraded to support the new high frequency technology with your custom proprietary key; sometimes readers can be salvaged and upgraded and other times they must be replaced. **We will help to save you a financial investment in new readers wherever possible.**
- We then **provide consultative services** to determine the best migration technology for your new high frequency RFID chip. K&A supports all industry standard technologies such as iCLASS, Seos, MIFARE and DESFire EV1 & EV2 which **enables us to implement the right technology to meet your needs.**
- Consideration is given to **your current secure credential needs as well as looking to your future needs**. This allows us to build for today and into tomorrow so that you avoid future re-badging efforts requiring costly labor and financial commitments. It is crucial that thought be given to what processes the new credential may be used for beyond your initial access system needs so that we can build a future roadmap.

### Phase 2 - Secure Encryption Key Development & Implementation

- Once the current and future requirements are fully understood, **K&A's engineering team will develop custom secure crypto key sets for each of the data applications** being written to the new credential.
- The **key sets would deliver the highest level in secure credential security** as the keys would be **unique to your organization** and **no other installation** around the globe **would ever employ these identical keys.**
- There may be **multiple payloads encoded on the new RFID chip to accomplish different business tasks** with each payload requiring a unique custom key set to protect from any security vulnerabilities.
- K&A will then **manage your custom keys as your custodian**, delivering the secure credential card stock and guaranteeing no duplication of encoded card numbers.
- The PACS data application's **secure read key must then be provisioned to your PACS readers**, preventing any unauthorized access to your facility with an ID badge not containing your unique matching keys.
- Should you require personalized data be written to the RFID chip during in-line card production, such as an employee ID or student number, **our engineering staff will work with your system integrator to successfully implement the in-line encoding commands** where needed.
- Secure credentials can now be implemented enterprise-wide **to secure your access control system as well as supporting a host of downstream system tasks** such as secure document printing, dining, vending, fingerprint biometrics, parking systems and single sign-on / logical access functions.



#### Two Contactless Chips

125 KHz low frequency proximity  
and 13.56 MHz high frequency RFID®

**Turn the page to learn how K&A makes this process easy!**

**We act on your behalf and interact with your access control manufacturers, integrators and third party downstream system vendors so the upgrading process is simple and painless.**

# CUSTOM READER PROVISIONING

**We add your custom key to PACS, biometric and downstream system readers so that your credentials and readers securely exchange the encrypted application data.**

## **Secure Key Development & Reader Provisioning:**

- Implementing the use of secure RFID technology requires all of your facilities to upgrade existing proximity readers with high frequency access readers which **would be programmed with your secure read key, provided by K&A.**
- We act as a custodian on your behalf – **working with your access control integrators, third party system providers, access card manufacturers and card issuance printers.**
- We **ensure seamless integration** while you fully own your proprietary encryption keys.



**K&A Industries offers engineering services to deliver secure card readers provisioned with your custom keys for use with third party systems that need to securely read your data for downstream system applications.**

**Looking to implement mobile credential technology? We can assist with provisioning your mobile enabled PACS and downstream readers to include the mobile keys necessary to make your smart phone, smart watch and tablets gain access through doors, turnstiles, parking gates, secure network printers and more. Our solutions allow your organization to meet the growing demand of a mobile-first world!**

## **Mobile Access:**

- Offers **secure access with a mobile device** by leveraging standard communications technologies that work with both iOS® and Android™ operating systems.
- Enhances the transactional experience by opening doors with a tap or “Twist and Go” gesture, **merging security with convenience.**
- Supports new Mobile IDs and existing card populations for **seamless migration to a more secure standard.**



# CUSTOM READER PROVISIONING



We work in harmony with you, the manufacturer and the integrators via conference calls, Webex, or email- whatever means necessary to make sure your secure credential services are up and running smoothly and effectively.



## Examples of Readers & Systems

Access Control Systems
Biometrics
Downstream Systems



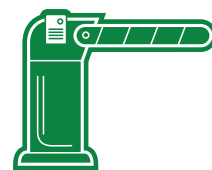
Physical Access Control Readers



Turnstiles



Door Locks



Employee Parking Gates



Biometric Data Applications



Secure Document Printing



Secure Parcel Lockers



Logical Access / Single Sign-On



Financial Transaction Processing



Human Resources and Employee Benefit Applications



Continual Education / Meeting Attendance



Dining System



Vending Machine Usage



Pharmacy Pneumatic Tubes



Automated Healthcare Scrub Distribution



Recording Health Care Employee Vaccinations

# SECURE ID BADGE PRODUCTION

Do you need to produce ID badges for your personnel but do not want to invest in the cost of labor, equipment and printer supplies to produce your credentials in house?

Our badge production service is the perfect solution! We create and deliver your secure encrypted ID badges.



We offer professionally printed badges with lightning fast turnaround times!

Our cost-effective and convenient options are perfect for companies of all sizes. We can manage your complete ID re-badging project quickly and cost effectively.

- Choose either fully pre-printed ID cards or partially pre-printed ID cards:
  - Fully pre-printed ID cards are a great option if you choose not to have an in-house ID card system as all data and images are printed prior to delivery.
  - With partially pre-printed ID cards, your cards will come pre-printed with your data and high-res images, then you customize with additional data on-site. This allows you to efficiently issue cards with an in-house printer while still maintaining a high-quality look.
- We can assist you with compiling your database and help you create a card design that fits your branding.
- We can produce badges to meet all your needs:
  - Single- or double-sided printing
  - Barcode
  - Magnetic Stripe
  - Proximity
  - RFID and more!
- We offer additional card services such as slot punching and custom packaging, so that the badges are ready to distribute once received at your facility.

We have over 25 years of experience and have been contracted by some of the largest corporate and healthcare names to help badge or re-badge their workforce population.

## Photo ID Badges for:

- Government
- Business
- Education
- Healthcare
- Event & Oversized Credentials
- Loyalty / Savings Cards
- Gift Cards and more...

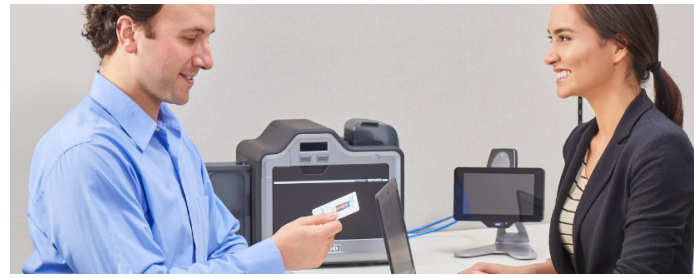
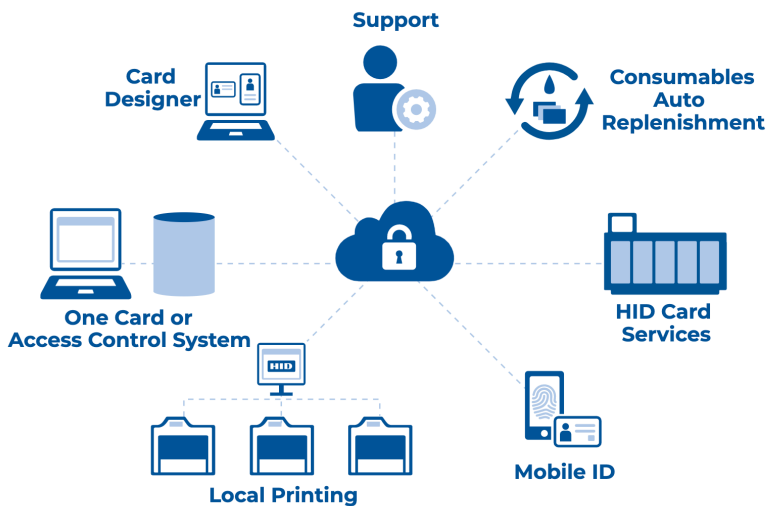


# CLOUD-BASED ID CARD PRINTING

## HID® FARGO® Connect™ Centralized, integrated card issuance

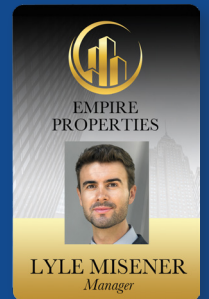
### Key Features:

- No dedicated PC workstations required for printing
- Design cards, capture data & print anywhere from any device with the Fargo Connect Console
- Send high-volume print jobs to K&A for production or print badges in-house with your ID badge printers
- Remotely track printer activity, maintenance, & diagnostics
- Automatic updates to software and firmware
- Distribute print jobs across multiple printers or locations
- End-to-end encryption of all sensitive data
- Annual and monthly billing options available



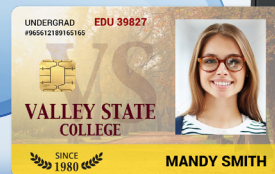
HID FARGO Connect gives administrators full system visibility and control while meeting or exceeding the strictest regulatory security requirements.

By combining hardware, software, and services through the most secure cloud technologies available, your card office becomes more efficient and effective.



Cut multiple layers of program costs, gain efficiency in the issuance process, and easily scale the card office using an annual or monthly-billed service model.

- HID® FARGO® Connect simplifies the management and delivery of credentials by removing the most resource-consuming tasks.
- This evolution in technology seamlessly works with popular one-card and physical access control software, databases and card technologies.



## About K&A Industries, Inc.

Since 1991, we have served as a leading authority in identity management, and we have taken great pride in providing our customers with a level of service and support unmatched in the industry.

**We provide identity management products to some of the most prestigious clients around the globe.**

At K&A, we're not satisfied until you are. Our intense focus on making sure your needs are met drives us to ensure that our products deliver the performance you expect and deserve. In today's ever-changing security climate, we understand now more than ever how critical our identity management products and services are to the safety of your personnel and the security of your facility. With customers in the government, corporate, health care and education marketplaces, located both nationally and internationally, we understand what it takes to deliver and support these mission critical components. Find out what they already know and you'll understand why *"We Do ID Right!"*



**TURNKEY ID BADGE SYSTEMS**

**PHOTO ID BADGE SOFTWARE**

**ID CARD PRINTERS & SUPPLIES**

**ACCESS CONTROL CARDS**

**FIPS-201 APPROVED  
SHIELDED BADGE HOLDERS**

**CUSTOM CREDENTIAL  
HANG TAGS**

**IDENTIFICATION WRISTBANDS**

**LANYARDS**

**BADGE REELS**

**BADGE HOLDERS**

**CLIPS & CHAINS**

**CUSTOM IDENTIFICATION  
PRODUCTS**

**VISITOR MANAGEMENT  
SYSTEM SOLUTIONS**

**SELF EXPIRATION  
VISITOR LABELS**

**THERMAL LABEL PRINTERS**

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