

always at a better price. Some system providers have gone even further to capture this business by introducing proprietary SAM modules (Secure Access Module) in the printers that require the exclusive purchase of printers and software from the system provider, often at or near MSRP.

Powerful ID issuance solutions are available now with many new features, including web-based architecture, modern GUI's, enhanced connectivity, contactless smart card encoding, advanced network printer support, mobile device integration and photo upload portals. Given all these exciting new developments across many product lines, it seems particularly offensive to attempt to limit a customer's ability to select the products and services that best meet their needs.

Physical Access Control Systems

While card systems offer access control modules that are well integrated with their ID issuance software and hardware offerings, organizations may frequently use one or more access control systems from third-party providers. This often allows them to use readers, electronic lock systems, mobile credential products, biometrics and many other building automation and security applications. New tools and services are now available to connect systems on the back end, provide users with web-based portals and provide unprecedented administrative control and reporting. In many cases, these integrations can be made without the high fees, long lead times and dated methods that are expected from card system providers.

Square Peg in a Round Hole

Many card systems today excel at managing and tracking financial transactions within the ID badge ecosystem. However, these card systems do not have the ability to properly manage the Physical Identities throughout your organization.

What is the difference? Managing financial transactions has been around for 30+ years and it works for that application of approving/declining purchases and deducting balances. Utilizing that system for Physical Identities will not allow you to easily activate, modify and deactivate credentials in real time without delays. A financial transaction solutions system does not allow an organization to easily manage identity data organization wide from anywhere. Utilizing a dedicated Physical Identity Access Management (PIAM) solution allows you to instantly and intelligently provision and issue credentials to all of your access control systems from a single platform wherever you are. A PIAM solution gives cardholders the ability to report and deactivate lost credentials, request mobile credentials or pick up ID badges at kiosk stations or ID offices. We should simply ask ourselves why continue to use an application for something that it was not created for to begin with?

Conclusion

At a time when more card system products are available from more sources, providing more features than ever, major card system providers seem to be attempting to limit customer options to only their own proprietary offerings. Despite claims to the contrary, this will result in higher prices, reduced features, inferior service and utilizing programs for applications they were not intended for.