



Total Access

News and Insights from the Door Openings Industry

**Houston Museum of
Natural Science**

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OPENING REMARKS

Hello Friends of American Direct,

As the year 2022 winds to a close, the insanity related to business-life, "post-pandemic" appears to be normalizing a bit. The 2022 year will go down as perhaps the most difficult in recent memory for distribution. Relentless and numerous price increases and adjustments, epic product shortages, out-of-stock and shipping delays, plentiful fee surcharges, and a generally unfriendly marketplace for the intermediary. Most of American business is a re-seller of goods and services and when manufacturing cannot deliver the entire economy suffers. The exact opposite is true on the revenue generation side. Contract bookings for 2022 are at the highest level in the company's history, that means that backlogs are also high, and the 2023 year ahead will set revenue records again. The key element driving the revenue increases are the marketplace acceptance of the American Direct "Total Security Solutions" strategy. The reality is that end-users want more control of their IT infrastructure, more control of their security spend and want solutions rather than a hodge-podge of specified products. This has changed the definition of "value" at the building's openings and impacted the buildings security needs. We remain committed to the development our access control platform to address these emerging owner/end user demands. The demand has always existed but now the marketplace is ready for different "value relationships".

In this issue, the Missouri Western University campus story of AccessNsite is impressive. The campus platform for access control is totally integrated including electronic locks, surveillance and a "one card" credential that allows not only entry, but payment. The Natural History Museum in Houston is a compelling showcase of video capability that ensures features and exhibits are protected from theft and vandalism. The Black-Diallo-Miller residence hall posed a challenge as we were hit with supply chain issues mid project. Our industry connections and persistence allowed us to deliver on time and stay true to the look and feel of the owner's overall vision.

Hopefully, you'll enjoy this most recent Total Access magazine and we are so grateful to our vendors who make the magazine possible, with their support. Most importantly we share with deep conviction a "thank you" to the amazing people who are the American Direct Team. Without these folks there is nothing possible for this organization.

Merry Christmas and Happy New Year.



Byron Whetstone



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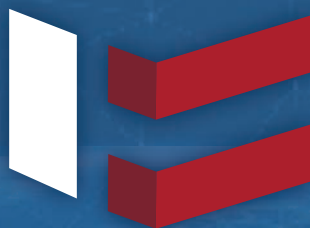
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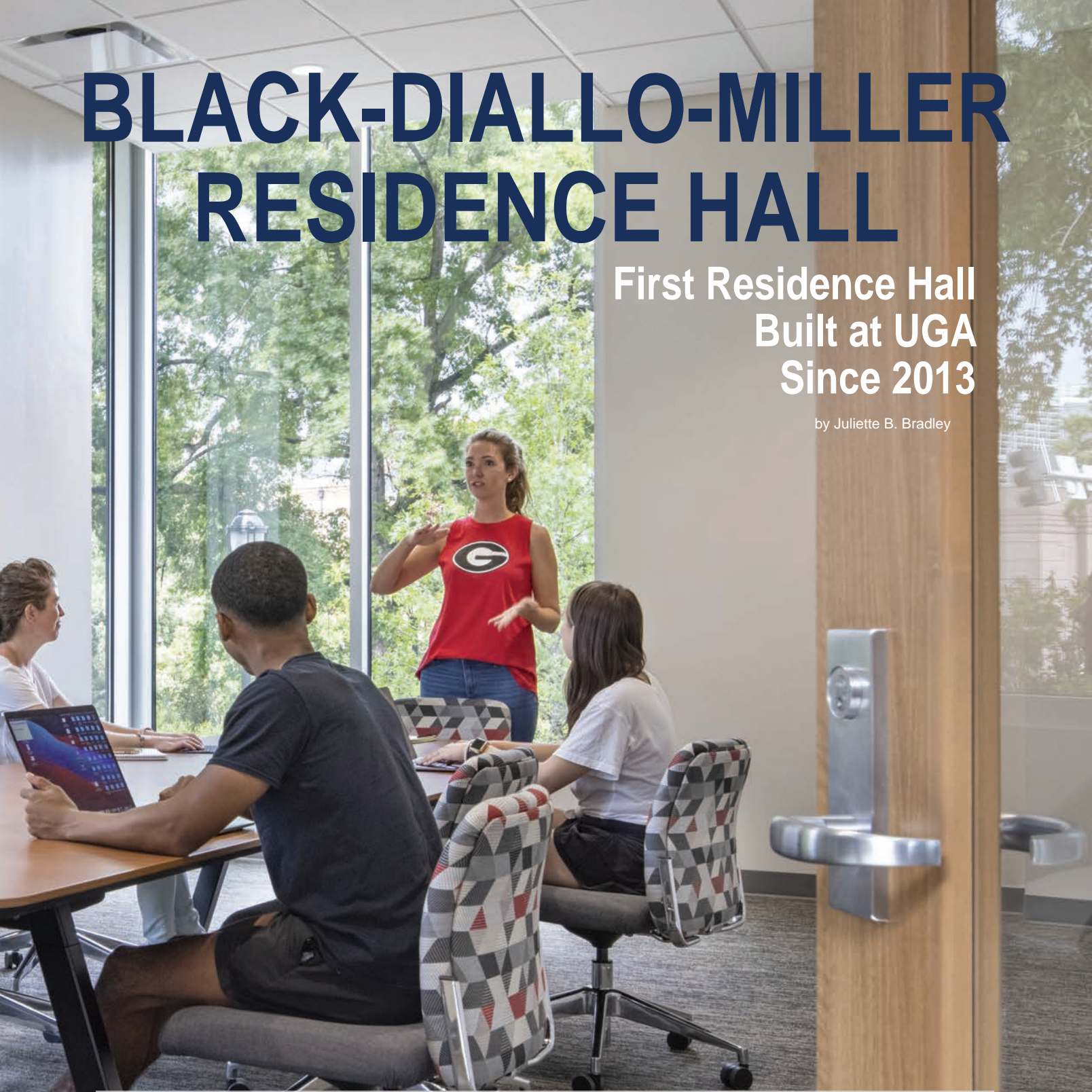
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BLACK-DIALLO-MILLER RESIDENCE HALL

First Residence Hall
Built at UGA
Since 2013

by Juliette B. Bradley



The University of Georgia, founded in 1785 and commonly referred to as UGA or simply Georgia, is well known for its main campus in the acclaimed college town of Athens, GA. This college town is quaint and friendly, but is conveniently only one hour away from Atlanta (by car).

UGA limited their students to white males for the first century of its history and began educating female students during the summer of 1903. Women were not admitted as full-time undergraduates until 1918

and racial integration was achieved at UGA in 1961. Harold Alonza Black, Mary Blackwell Diallo and Kerry Rushin Miller were the first African American students to enroll as freshmen and complete their undergraduate degrees at UGA.

As a tribute to these three individuals, a new residence hall for first-year students at UGA has been named in their honor: the Black-Diallo-Miller Hall. The president of UGA says that naming the building to include their surnames is a way of ensuring that

their stories are now forever a part of UGA's history. A dedication ceremony was held and portraits of all three honorees are on display in the lobby of the building. This year marks the 60th anniversary of the year Black, Diallo and Miller enrolled as freshmen.

The six-story, \$41.4 million, 120,000 sq. ft. facility opened in 2022 to house 525 first-year (class of 2026) students. The hall features 270 double-occupancy rooms with high ceilings and the residents enjoy large windows which provide a lot of natural light, built-in closets, in-room temperature control, privacy-enhanced community bathrooms (doors to the floors and no gaps between stalls), as well as extensive shared lounge and study areas to support academic success and personal growth. Students no longer need to consider hauling in a mini-fridge because this residence hall features a Microchill refrigerating system provided by the university. This project is UGA's first new residence hall since 2013.

Turner Construction Company, the largest general contractor in the United States, was the contractor of record for this project. Construction began in December 2020. Senior Project Manager, Sabrina Bernstein was impressed with unique common spaces found throughout the hall. A community kitchen and a large laundry room provide amenities for students to help them feel more at home. The amount of natural light in these spaces really sets them apart from traditional residence hall common spaces.

This project was in full swing when the supply chain was at its worst during the COVID-19 pandemic. As beautiful as this residence hall is, the design team's vision was a bit clouded with concern for getting product on time.

Bernstein says that because of the supply chain uncertainty, their faith in American Direct to deliver the goods rested heavily on the successful communication American Direct was having with the vendors to ensure schedules were met and product was received. Bernstein commented on how American Direct effectively obtained the material when they needed it.

According to American Direct Operations Manager, Kellie Volz, a total of 554 wood doors were used. "The doors really added so much to the project," says Bernstein. "We used wood veneer doors to carry the aesthetic and sense of warmth and comfort right when you enter the building and continuing into the students' rooms and into their bathrooms." Bernstein says that the students' comfort was top of mind — even down to the beautiful finish on the wood veneer doors. "We want them to feel at home."

American Direct also handled the install for the doors and hardware, providing Turner Construction with one point of contact, making the construction process as smooth as possible.





BLACK DILLIO-MILLER HALL



©2022 Peter Aaron Architectural Photography

Black-Diallo-Miller Residence Hall has a variety of common spaces to provide quiet areas for study or private areas for group meetings.

Just as the three iconic individuals for whom this residence hall is named, persevered and became successful business men and women, so will

the UGA students who follow behind them. Their accomplishments and achievements will no doubt make Black, Diallo and Miller proud. 🇺🇸



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Black-Diallo-Miller Residence Hall Footprint

120,000 sq. ft., six-story residence hall full of amenities for first-year students.

General Contractor:

Turner Construction

Project Contributors

Permanent Cores

DORMAKABA/BEST

Closers

LCN

Hinges

Hager

Weatherstripping/Thresholds

NGP

Hollow Metal Doors and Frames

Republic

Flatgoods/Stops/Kickplates

Rockwood

Locks

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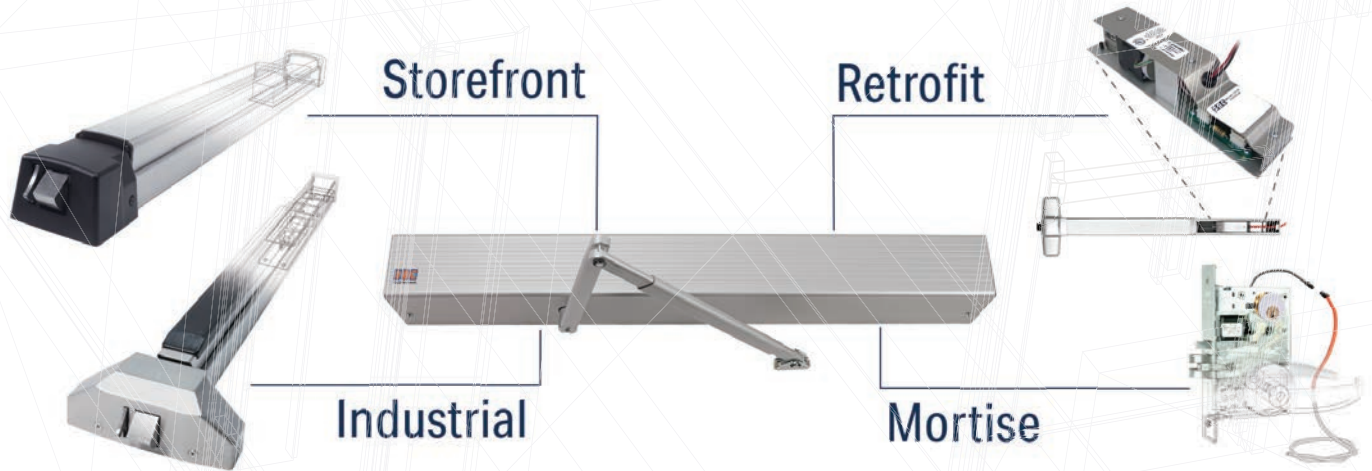
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From retrofit ELR field kits, to exit devices and mortise locksets, all SDC ELR products use the same motorized technology to provide both latch retraction and dogging (exit devices). All models are grade 1 and UL listed. Because of their low current draw, SDC ELR products can be powered with the built-in 1 Amp+ power supply that

comes standard in SDC’s AUTO series low energy operators - eliminating the need for a separate power supply!

SDC’s LR100 series retrofit ELR kits not only abolish the need for costly replacements of existing exit devices, but also deliver cost savings on installation of select exit device brands without removing the device from the door. Pushpad depression on select exit device models is also offered.

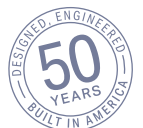


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Missouri Western State University Adds Access Control to 20 More Buildings

by Juliette B. Bradley

For more than 30 years, American Direct has been one of the nation's leading providers of architectural doors, frames, and hardware for commercial new construction, renovation and remodel.

American Direct Procurement, LLC, acquired AccessNsite in 2016 from Quintron. Together with AccessNsite, American Direct is now the only company combining Divisions 8 and 28 products, service, and expertise to deliver totally integrated safety and security solutions at the door opening.

AccessNsite is a total access control software solution with powerful systems interoperability and automation configurable to a building's distinct needs — whether you have two

doors to secure or 2,000 across multiple locations. The software provides the flexibility and scalability needed to efficiently adopt new technology and reliably address ever-evolving security needs. AccessNsite is cross-platform, database-independent and runs on Windows and Linux.

AccessNsite combines all related security functions and data into one comprehensive, customizable user interface. The browser-based, mobile-ready platform allows secure access for management of designated facilities anytime, anywhere. AccessNsite manages traditionally hard wired, wireless, and PoE seamlessly with best-of-breed hardware and existing hardware for simple, scalable, and cost-effective

deployment and maintenance.

When Missouri Western State University (MWSU), in St. Joseph, MO, began a campus building renovation movement in early 2018, they looked to AccessNsite to provide WiFi locks in Poppelwell Hall. This was the beginning of their migration to a new software platform and a coordinated one credential solution to move throughout campus, access living and education spaces, and campus restaurants and stores.

MWSU came to AccessNsite again to provide their touchless access control for an additional 20 buildings between 2020 and 2022.

AccessNsite's team surveyed MWSU's buildings and assessed the existing equipment, determining what



Map Courtesy of Missouri Western State University



Rendering Courtesy of Missouri Western State University

The safety of MWSU's students and faculty is the number one priority of the school's administrative team. The updated managed access control system throughout the campus, including all student dorms, provides a long list of benefits for all.

hardware could be re-used and what needed to be replaced instead of starting with new equipment for all products. That provided significant savings for the client.

AccessNsite Senior Sales Consultant Heather Rolli says, "We spent 4 days — 2 days for each grouping of buildings, walking each building and evaluating each opening and the electrical rooms. We recommended reusing existing electric locks, doors, field electrify mechanical locks where possible, adding wireless intelligent locks for new access controlled openings eliminating conduit and wiring, installing new control panels next to the existing control panels to utilize existing wiring, and replacing card readers, while maintaining a one card solution for the campus."

AccessNsite's engineering team cre-

ated wiring diagrams and as-builts to reflect the changes for the AccessNsite expansion. The as-builts would be used by AccessNsite and MWSU as project records for service and support.

American Access Integration (AAI, a subsidiary of American Direct) designs, installs, and services integrated electronic security solutions for commercial, educational, multifamily, and healthcare facilities across the nation. AAI self-performed the installation of this project and provided end user training and ongoing support to MWSU.

The access control for MWSU is dependent on the current campus wide, one credential solution. MWSU uses a physical card now, but all newly installed readers and intelligent locksets are mobile ready for the future. MWSU's students and faculty cards

interact with multiple systems across campus requiring coordination with the campus's banking provider, housing and dining services, and the remaining existing card readers from their previous access control platform.

The new credential for this project had to support the new and old existing card readers and all campus services. New credentials were tested and AAI created the badge layout. MWSU started rebadging the student body and faculty. This innovative project approach and schedule design enabled MWSU to maintain access control during the project.

MWSU's Assistance Vice President of Facilities Bryan Adkins says, "We needed AccessNsite's expertise on this project to help us get this access control foundation in place. Now it will grow right along with us in the future."



Photo Courtesy of Missouri Western State University

The Griffon Indoor Sports Complex at Missouri Western State University serves as the official training camp home of the Kansas City Chiefs. This year marks the club's 12th training camp at MWSU. The complex is utilized year-round by Missouri Western student-athletes, coaches, and administrators in St. Joseph, Missouri.

Missouri Western State University

Footprint

21 separate buildings all connected with one access control credential.

Project Contributors

Access Control

AccessNsite

Locks

Allegion

Metal Enclosures and Power Supplies

LifeSafety

Access Panels

Mercury Security

AD-400 Intelligent Locks, NDEB Cylindrical Locks, LEMB Mortise Locks, Credentials

Schlage

The Subtle Balance of Museum Access Control: *Inviting, yet secure. Open, yet protected.*



The Houston Museum of Natural Science (HMNS) is an expansive, multi-story science center where millions of families, students, and visitors come to experience the natural world through exceptional permanent galleries as well as unparalleled world premiere exhibitions that bring the earth's wonders to Houston.

The permanent exhibits span astronomy, space science, Native American culture, paleontology, energy, chemistry, geology, seashells and Texas wildlife. HMNS also houses three other venues: the Burke Baker Planetarium, Wortham Giant Screen Theatre and Cockrell Butterfly Center. HMNS is experiencing an excit-

ing and transformational period. Permanent exhibit galleries either have undergone or are undergoing major renovations. The museum's collections are growing with their commitment to present the best and most important artifacts and specimens. Their strategic plan includes providing guests greater access to





Photography © HMNS / Photographer Mike Rathke

the collections, to both the physical objects on display and in-depth scientific and historical information through enhanced virtual options.

In order to provide the best guest experience and also provide the museum with the most secure infrastructure, the museum's design team turned to American Direct dba Security Control Systems (SCS).

SCS Operations Manager Matt Fry consulted with HMNS to understand

that any museum access control system needs to have a delicate balance. A world renowned museum like HMNS needs to be inviting to all, yet secure — open, yet protected. The SCS team suggested a full rip and replace of access control product and provided a multi-layered access control system including one video management system and an intrusion system. SCS provided the installation team and handled all IT structure and data




drops, ensuring that all systems were integrated and configured correctly to effectively work together.

Prior to installation, the SCS team walked through the museum to identify any potential challenges and they stayed in constant communication with the on site project manager to coordinate installation schedules. HMNS stayed open during renovation, but sometimes closed certain exhibits until renovation was complete.

Fry and his team stay informed of new technologies that offer ways to improve access control, secure artifacts, and keep visitors and guests safe. They apply their knowledge to each unique job to help the client select the right solution and design and configure the access control system best suited for them.

SCS's connection to an expansive network of access control manufacturers allows them to offer the best-of-breed hardware from major manufacturers, including the latest intelligent and IP-based lock products and leading software products, providing a seamless access control solution.

As HMNS proceeds with renovations, SCS is supporting them with a totally integrated security system. 



Photography © HMNS / Photographer Mike Rathke



Photography © HMNS / Photographer Mike Rathke

Advances in access control technology are making it easier for cultural institutions to monitor what does and doesn't happen in their space. It is just as much about keeping museum visitors safe as it is protecting the museum's artifacts and exhibits. The Houston Museum of Natural Science has been inviting visitors in for more than 100 years.

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Why Wait to Adopt PropTech?

by Byron Whetstone, American Direct CEO, American Direct

Every year the Security Industry Association (SIA) publishes the Annual Industry Megatrends report. The report details predicted trends after various interviews and surveys of leaders, who have become the industry's emerging forces for change. As an example, some years ago the industry suggested that there would be strong market sentiment toward "hosted" solutions or to "Software as a Service" (SaaS) solutions. Clearly this has transpired.

Many of us have taken these megatrends in stride and ultimately adopted

them, as things made sense in our businesses or business applications. For the past 10 years, American Direct has watched closely as the "megatrends" have been identified each year, and today we are leading the emergence of "property technology" or "PropTech," identified as a megatrend for 2023.

Recently, the SIA suggested that the security marketplace was being impacted by the "elimination of the industry's boundaries." In our view this is an extraordinary disclosure. For the first


time, the industry acknowledges that the incumbent channel structures are being tested, disrupted, and are vulnerable and weakening. OEM software platforms are now very much "direct to owner/end user" in many applications and situations. Commercial integration is being redefined and forced into somewhat of a "labor only" value proposition in many larger enterprise implementations. Enormous numbers of unique "go to market strategies" are being recognized and deployed. Electronic locks invaded the space about

10 years ago. Many have talked extensively about electronic locks and used that as the centrality of technology at the EDGE of the door opening. I think we have too significant a focus on the electric lock — because the full picture is not about the electronic lock. It is about the system that integrates with that lock. Whether it's surveillance, credentials, or some sort of coordinated effort to make the system in the building work and behave in a certain way, all those things combined are more important than having the lock as the focal point.

We have been talking about this integrated security solution for many years, leading with thoughts about physical security beginning with commercial doors, frames, and hardware as central to an overall security solution for buildings, real estate, and commercial construction events.

SIA quoted a recent survey response, "traditional security is being defined by those outside the industry." American Direct is already deeply embedded in the security space and when we combined our access control platform AccessNsite, we established a feature set that is rich and scalable, we escalated the ability to help manage the building's security and data-interoperability.

Our Total Security Offering combines a variety of building owner/user features that begins with the doors, frames and hardware we're known for, but enhances this offering by allowing the integration of data, surveillance, predictive analytics using machine learning, and extensive credential flexibility to create custom solutions that address building by building a custom/unique solution.

It's not about the lock, the future is about adoption of a total technology solution, likely not controlled by a dealer to protect human life and distribute data effectively. American Direct is leading the PropTech adoption. Want to join the adoption of the future of security in buildings and construction events? Why wait? 

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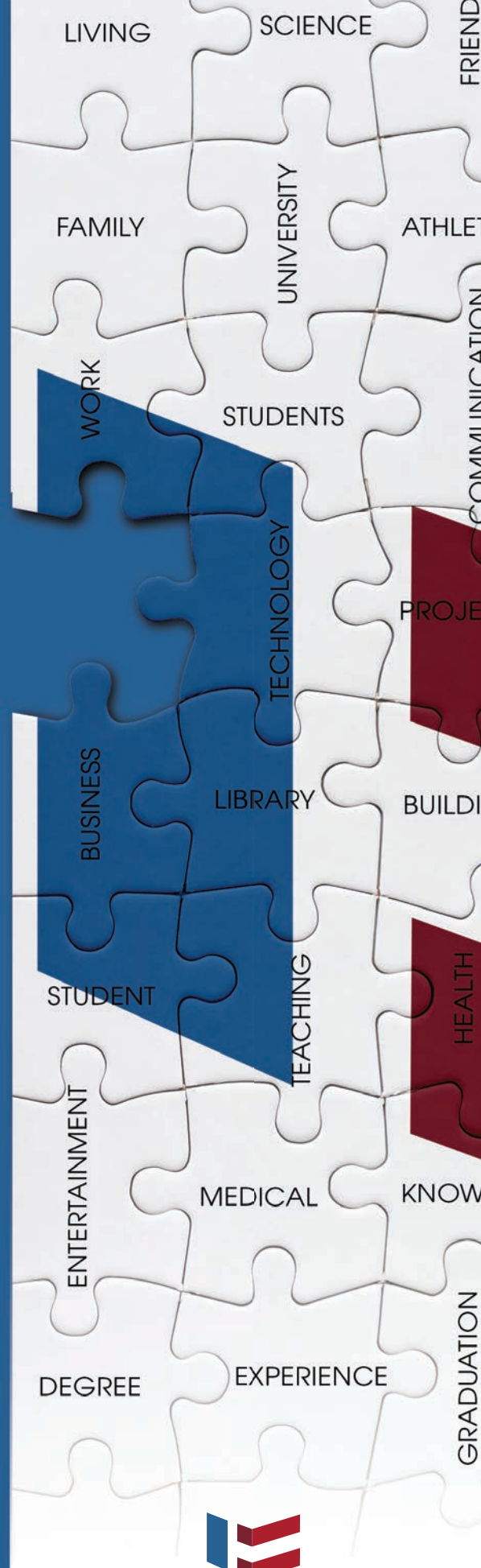


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