



Efficient, Secure Access – With Fewer Keys to Manage

As retailers innovate in their operations, solution providers must do the same to meet the needs of the modern retailer. Retail innovators are increasingly using newer technology in day-to-day operations. Instead of using a stationary point of sale (POS) in stores, sales associates are empowered with mobility to meet customers where they are. In the case of one InstaKey client, customers can make purchases without removing themselves from the product they are testing out. Sales Specialists can ring up an order from anywhere the customer is - with a tablet, turned POS.

Innovation Brings New Challenges

How do innovative retailers, like this client, remain PCI compliant? What is the best way to keep POS devices secured when the store is closed? These devices need to be charged. When and where should that happen, securely?

InstaKey's partnership with this client began when they decided to set up new locations with InstaKey's [user-rekeyable key cores](#) to cut costs on locksmith callouts. Then, as rekeys were needed in established locations, user-rekeyable key cores were installed there too. After installation, the cost to rekey locks is equivalent to the cost of a replacement set of keys. In most cases, this is an [80% savings](#) when compared to the national average locksmith callout fee of \$200.

As the partnership with this client developed, the new key control strategy was shared across the organization. The client's IT Team was intrigued with the new strategy and realized there were more applications of user-rekeyable locks than just doors. They needed a solution for securing POS (tablet) charging stations and network boxes as well.



How InstaKey Helped

InstaKey got to work on research and development to offer the client a solution. All of the client's locations had different models of charging station cabinets and network racks. So, there wasn't just one solution, there had to be several.

InstaKey was able to retrofit their 7-pin user-rekeyable cabinet locks into the client's fixtures. As each of the client's locations were in need of cabinet locks for the charging cabinets and network boxes, it was decided that all of the remaining locations were to be converted completely over to InstaKey as well. This solution was streamlined by keying all of the locks at each location alike. This made it so authorized key holders could gain access to a location, their POS tablet charging station, and network boxes (as permitted), all with the same key. This reduced the number of keys a Sales Specialist would have to carry and reduced the overall number of keys in circulation to keep track of.



With regards to PCI compliance, networking and IT hardware that stores and transmits credit card data should be protected in a locked fixture with the ability to audit access. InstaKey's KeyControl Program supports PCI compliance in several ways. Not only are all of the user-rekeyable locks commercial-grade in strength, but all of the keys cut by InstaKey are restricted. This means they cannot be duplicated, and new keys may only be cut with authorization. Hardware stores, locksmiths or key duplication kiosks need to have the appropriate key blank available to cut the duplicate key. Restricted key blanks are not available on the open market, prohibiting duplicates from being made.

When keys cannot be duplicated, key control administrators can be confident that when auditing who has access to network boxes, only documented keys are being used. You cannot audit what there is no evidence of (unauthorized key duplicates). When it comes to auditing keys and key holders, InstaKey's SecurityRecords.com® makes it easy. Administrators can easily build recurring audits. The best part is – this tool can be used remotely! Anyone that can receive emails or text messages can participate in an audit, in real-time.

We Can Help You Too

Are you an innovative retailer in need of a creative solution? Do you use devices such as tablets or scan guns that need to be secured? Are you as PCI compliant as you would like to be? Reach out to InstaKey to see how making improvements to your key control program can help save time, money and enhance security.