

## Case Study #36 – Banner Good Samaritan Medical Center

### *New key system and owner standard provides security and consistency*

JUNE 21, 2007

#### **Summary**

Everest D key system acts as a prelude to other IR products for Banner Good Samaritan Medical Center in Arizona during their time of remodeling.

#### **Business Need**

Banner Good Samaritan Medical Center had been using ASSA as their standard for key systems on their high security and exterior doors, while using Schlage keyways on the interior doors. They were not happy with the service they had been receiving from ASSA, so during their remodeling period they decided to perform a re-key of the entire facility.

Because they also had several new construction projects planned, they wanted to incorporate a statewide key system for Banner Health, along with a new product standard specification for all new projects.

#### **Challenges**

Because Banner Good Samaritan Medical Center was using ASSA at the time, they had just recently ordered 200 new ASSA cylinders, and needed to justify their switch to management their reason for switching to Schlage.

#### **Solution**

Understanding Banner Good Samaritan Medical Center's situation, we exchanged their 200 new ASSA cores for 200 Schlage cores, as well as new Schlage key systems and an Owner Standard Specification. This allowed the medical center to have an all-inclusive, secure and consistent system throughout their facility.

#### **Results**

Because of the security and consistency the Everest D key system and other IR products brought to Banner Good Samaritan Medical Center, other Banner medical centers in the state have begun to adopt Schlage and other IR products in an effort to be as successful as their Banner neighbor.