

Case Study #27 – Indianapolis Public Schools

School District re-keys 80 buildings with Everest B

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Summary

Indianapolis Public Schools had been using BEST locks and key systems, but were having trouble with the fact that BEST did not offer competitive pricing. After sampling some Schlage products, IPS converted their key systems in 80 buildings with Schlage Everest B.

Business Need

Indianapolis Public Schools needed a supplier that offered competitive pricing in their product lines. IPS also needed a key system that could provide them with total key control, especially on the exterior doors. However, price was important and IPS needed to get the best solution possible within their budget, which was something BEST could not offer.

Challenges

Because they had been using BEST for a while, IPS already had money invested in BEST, and was looking for an affordable solution to their problem.

Solution

Although they were aware of their needs, IPS didn't know what the perfect solution was. So in order to figure it out, Schlage KSC, Gerry Ringvelski, sent samples of Falcon cylinders, Schlage ND locks, and Schlage Everest B cylinders to the district and encouraged IPS to try the samples out. IPS liked both the Falcon and Schlage cylinders, but they particularly liked the fact that the Schlage Everest B cylinders were patent protected and fit in their existing BEST housings, which means a fairly inexpensive re-key of their existing system. The district also liked the ND locks and decided to make them their new standard.

Results

Since the re-key of 80 buildings, Indianapolis Public Schools have decided to standardize on Schlage ND locks and Schlage Everest B. They have also put into effect a 10-year plan to convert all key systems to Schlage Everest B.