Case Study #40 – Middletown Enlarged City School District

School district implements IR solutions during renovation

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Summary

Corbin Russwin customer, Middletown School District was undergoing a period of renovation and realized their need for better key control. The district decided to switch over to Schlage Everest Restricted and Everest Primus key systems and other IR products, which became the standard for all new products in the district.

Business Need

Middletown School District in New York had been experiencing a severe lack of key control and key management throughout the schools in their district. The district realized something needed to be done. They weren't quite sure what the solution was, but they knew they had a problem.

Challenges

Because the district had been using an outdated Corbin Russwin key system, they were not receiving all the benefits that come with a high quality restricted system, which explained much of the lack of key control. And although the district recognized the fact they had a problem with key management and key control, they were not initially convinced that switching to Schlage Everest Restricted and Everest Primus key systems was the answer.

Solution

In order to best accommodate their unique position, Rick Manuele, an IR Key System Consultant, went to their site, analyzed the situation at hand, and discussed the different options the district had. The IR KSC and Middletown School District came to an agreement that the new Schlage Everest Restricted and Everest Primus key systems would be the best resolution for the district's lack of key control and management. These new key systems would allow the district to have full key control for the next 20 years throughout the entire district, allowing them to create secure paths for all future projects.

Results

Because of the quality service and products they had received from their IR Key Systems Consultant, Middletown School District decided to upgrade all their existing product lines to IR products, making that their new standard for future projects. The local IR office continues to write the specifications for all the district's projects, and the school district insists on the involvement of the local IR office for all projects. Middletown School District trusts the recommendations of the consultants and continues to be a very loyal IR customer.