

**CASE STUDY SUBMISSION ON BEHALF OF
INSTAKEY LOCK CORPORATION
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Integrated Key Tracking System Remedies Security at Cape Cod Hospital

For Jack Cherry, security supervisor at Cape Cod Healthcare, a security system with patented keys and real-time record management software was just what the doctor ordered.

Cape Cod Hospital, a 218-bed community hospital in Hyannis, Mass., had gradually expanded over the years, and with more construction planned, Cherry wanted a program with built-in measures for organizing and managing key distribution. Three years ago, he began shopping around for a key and lock supplier and found one that could provide more than the traditional hardware.

Cherry chose an integrated key tracking management system from Denver-based InstaKey Lock Corporation that combines its patented hardware with real-time record management software. And, after separate presentations to the security department and facility managers, he had the buy-in necessary to implement InstaKey and financed the project as a capital expenditure.

“Both groups saw the accountability and savings offered by the InstaKey program,” Cherry said.

Prior to the installation, Cherry created a database identifying 1,000 doors on the main campus and at separate facilities where InstaKey would be installed. He met individually with 27 department managers to get their input on the system and how it should be operated to fulfill the needs of more than 462 users. Cherry then assigned master keys and sub-master keys to each department manager, who is also responsible for distributing keys.

InstaKey’s patented hardware prevents unauthorized duplication of keys and allows the hospital staff to instantly re-key any level of a master key system without affecting any other key level. And, this can all be performed without the cost and delay of technical support or removing a core from the door.

For Cherry, InstaKey’s hardware technology has inherent advantages.

- InstaKey’s exclusive key blanks are not available to locksmiths or hardware stores.
- Every key has its own unique identification number to aid in key tracking and key audits.
- Store locks can be rekeyed with a turn of the master key, eliminating rekeying costs.

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“The InstaKey system has cut down on expenditures for locks and keys,” Cherry said. “Keys are not lost and we don’t have to replace locks.”

Cherry has used InstaKey’s Web-based record management software to fully customize the key distribution for each department based on a room-numbering system. The unique ID number for every key is entered into the database via the Web site. This allows Cherry to inventory the keys in circulation – including every key, every key holder and every location – from anywhere at any time.

“The software allows us to track keys by department and identify which key goes to what door,” Cherry said.

Cherry and his security colleagues can also order new keys, change key holders and deal with lost keys all via InstaKey’s Web-based program.

Cherry has seen the immediate return on investment both personally and professionally from the InstaKey program. To date, InstaKey has been installed on 800 of the 1,000 doors. He also has been successful in adding InstaKey as a layer to his overall security program that includes ID badges and access control cards as well as electronic alarm systems. And, he no longer worries about lost keys.

“I sleep better at night knowing that we have the ability to track keys and users, and that if we find keys, we can return them to the proper user,” Cherry said.

For Cherry, his security program goes beyond the “dollars and cents,” and his ultimate focus is on keeping patients, employees and visitors safe.

“Our business is to care for those sick and injured patients,” Cherry said. “They rely on us to keep them safe. If they don’t feel safe, they won’t choose to stay at our hospital.”

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