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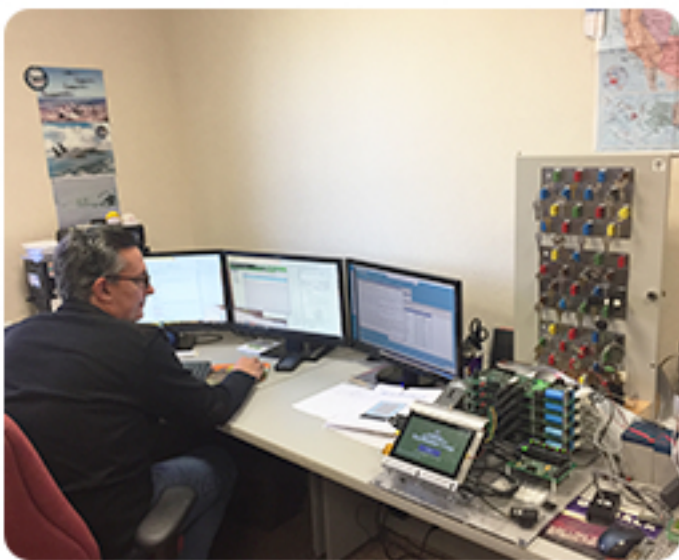
Monthly Newsletter December 2016 Edition



### Strengthening Security and Cutting Costs with KeyWatcher Touch

Over the course of nearly 40 years, Wisconsin’s Bell Ambulance Company has grown into the state’s largest provider of ambulance services. Today Bell Ambulance responds to some 75,000 calls every year, utilizing an extensive ambulance fleet and operating multiple remote centers throughout the greater Milwaukee region. With operations going on 24/7 and vehicles often getting dispatched from one station and returned to another, effective key management for the ambulance fleet is critical.

That’s why Bell Ambulance relies on KeyWatcher Touch, using the system to help ensure that keys are stored securely and all key transactions are tracked. KeyWatcher Touch also provides automatic activity reports across the company’s multiple locations, saving time and energy for staff. Just as important, the system has proven extremely effective in reducing lost keys, as Bell Ambulance’s Sr. Systems Administrator notes: “KeyWatcher Touch has had a huge impact on reducing and even eliminating the problems and high costs we were having with lost keys.”



### The Best Tech Support in the Business – and It’s Free

Quality support for our customers is key to everything we do as a company, which is why we’ve continued investing in our tech support for users around the world. Both our domestic and international teams receive extensive training to ensure they’re equipped to serve your support needs, and at no charge to you. Our techs (like Mario shown here) literally know our products inside out, with most having over 10 years of experience. As always, please [contact us](#) if you have any support questions or inquiries.



### A Look Back at 2016

It’s been another outstanding year – and we’re grateful to all of you for making it possible. We’ve seen great performance in every industry, and are thrilled with all the improvements rolled out this year, including software and hardware enhancements to KeyWatcher Touch, expanded integration capabilities, and more.

To all our customers and staff around the world: thank you for your continued support, and we wish you health, happiness and success in 2017!

#### Global Sales Highlights

##### Domestic

- University of Utah, UT – KeyWatcher Touch
- Fort Lee Commissary, VA – KeyWatcher Illuminated
- University of Maryland–Baltimore, MD – KeyWatcher Illuminated

##### International

- University of Manchester, UK – Multiple KeyWatcher Touch systems
- Aga Khan Museum, Canada – KeyWatcher Illuminated
- Melbourne Airport, Australia – KeyWatcher Touch
- Hong Kong Baptist University, Hong Kong – KeyWatcher Illuminated
- Milano Serravalle, Italy – Multiple KeyWatcher Illuminated systems

##### Be Sure to See Us

- Horecava, in Amsterdam – January 9–12
- Ibex, in Mumbai – January 19–21
- Intersec, in Dubai – January 22–24
- Vakbeurs Facilitair, in Utrecht, the Netherlands – January 25–27

#### Making Headlines

**Security**, “Creating Operational Efficiencies with Key Management Access Control Systems.”

[Click here to view](#)

#### Fernando’s Blog

##### How Unmanaged Keys Can Hurt Your Business

Posted on December 5, 2016

Managing a business, whether a small, family-owned company, a franchise operation or a branch office can be challenging—and it often is. Licensing regulations, paying too much for rent, labor or materials and poorly designed websites are just some of the issues that can adversely affect the business’s success. While there are no silver bullets to resolve these issues, management can minimize many of the problems through open communication, defined tasks and responsibilities, effective data collection/analysis and so on.

[Continue reading](#)

##### Key Management ROI Offers Proven Cost and Time Efficiencies

Posted on December 1, 2016

Security departments within an organization often tend to underestimate how much productivity is lost to manual tasks that could easily be accomplished with automated systems. Technology solutions are readily available to help security management free up employee time so they can focus on more valuable tasks that help ensure safety and security. In considering these options, ROI is often a determining factor. [Continue reading](#)