



## AT A GLANCE

### Challenges

- Aging access control system and needed to replace
- Looking for a solution to integrate with other technologies throughout the university
- Required a new system with more robust features and flexibility

### Benefits

- Interoperability to work with current network and not rip and replace
- Centralized access control to connect with other data systems from a single platform
- Ability to integrate third party devices, eliminating the need for complex, costly and time-consuming custom integrations



**With centralized access control, we can connect with other data systems that allow us to keep track of access across the university from a single platform.”**

— David Phillips, *Assistant Director*,  
Longwood University

## Longwood University Deploys RS2 Technologies to Centralize Access Control and Streaming Data Platforms into a Single Platform

### The Customer

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Longwood University is an institution of higher learning dedicated to the development of citizens and leaders who are prepared to make positive contributions to the common good of society. Building upon its strong foundation in the liberal arts and sciences, the university provides an environment in which exceptional teaching fosters student learning, scholarship, and achievement. As the only four-year public institution in south central Virginia, Longwood University serves as a catalyst for regional prosperity and advancement.

### The Challenge

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As Longwood University has evolved over time, so has the demand for more interactive and high-tech solutions. This demand may start with student requests for better computers or smart outlets in their dorm rooms, but extends into many places within the campus including the security and safety department.

David Phillips, Assistant Director, Lancer Card Center and Campus Services, Longwood University, experienced this first hand. In 2009, he was using an existing access control system that was quickly reaching end-of-life. But this opened the door to opportunity — a new system could provide more robust features and protection. Phillips began evaluating solutions, visiting various vendors at conferences and trade shows.

“We had to find a new technology system that could integrate our existing investments and provide us with the flexibility to make adjustments as needed without replacing the entire infrastructure,” he said.

**“Once we met with the RS2 team, we knew their solutions checked all the boxes and would be the platform on which we would base our access control consolidation moving forward.”**

There were a number of features Longwood required from a new access control platform: the ability to link point-of-sale with access control, an easy way to leverage the existing infrastructure including the Lenel and CBord systems, and the removal of software maintenance agreements from the previously installed systems. This all led to the selection of RS2's Access It! Universal platform.

Another key reason that Longwood chose RS2 was its ability to integrate with the university's Atrium cloud campus card management system. Atrium, an RS2 technology partner, integrates with RS2 streamline access control and transactional data. This empowers students with the ability to use their mobile devices for payments, food orders, meal plan management, building access and event check-in. With the unified solution, students and faculty can gain access to buildings as well as keep track of financial data in one solution.

“We are thrilled to partner with RS2 to provide this innovative solution for organizations like Longwood. RS2 is able to efficiently implement a unified badging system and Atrium acts as a closed-loop system to help manage onsite operations,” comments David McQuillin, Vice President of Sales and Partner Programs, Atrium.

Along with the replacement of their other access control platforms, Longwood also replaced CBord as their point-of-sale system with Atrium Campus for lower annual support costs, more in depth support structure, and what has proven to be a much more current platform.

“We were taking a concerted effort to modernize the overall system,” Phillips said. “Once we met with the RS2 team, we knew their solutions checked all the



boxes and would be the platform on which we would base our access control consolidation moving forward.”

## The Solution

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Longwood embarked on the deployment of RS2's Access It! Universal access management solution. Access It! is an access management solution for any size business. Whether Longwood needs simple access control for a single building, or a variety of operations for thousands of students on campus, Access It! is designed to meet evolving business requirements. The powerful, user-friendly software allows Longwood to select the feature sets the university needs to build and scale a cost-effective system with deep integrations to cutting edge technologies.

The RS2 system provided Longwood with the easiest way to integrate third-party systems and

devices, eliminating the need for complex, costly and time-consuming custom integrations. Longwood staff was able to build in many automation processes through the use of Access It! Universal's REST API and Data Exchange Package Utilities. The RS2 technology that is now used across 40 campus facilities, including academic buildings, parking structures, and major residence halls.

"With centralized access control, we can connect with other data systems that allow us to keep track of access across the university from a single platform," said Phillips. "The direct connections for PoE locksets and the user-friendly software interface were major benefits but we also like the ease of allowing dispatch to see the system. Overall, management is streamlined, which helps our team be more effective."

## The Results

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Longwood continues to work with RS2 to ensure the system is meeting university needs and RS2 is more than willing to help the school make the most of its investment.

"This company has worked diligently to get everything up and running as we envisioned it," Phillips said. "The entire RS2 team has been great and they were always able to work through any issues in a short amount of time. Now, we have a consolidated system across 40 buildings and the fact that those facilities are safer and more modern provides peace-of-mind."



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### A LITTLE ABOUT US

*RS2 simplifies access security and puts the customer first.*

RS2 Technologies has long been recognized for its open platform architecture approach that provides more options for customers across a wide range of markets. Known for its customer service and training focus, RS2 has stayed in tune with the demands of the security industry, as well as its integrator and dealer partners.

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