

## SwiftData Cheat Sheet for Genetec Sales Team

### What to look for:

- Customers that want to avoid squandering in-house resources to create and maintain custom integration scripts to disparate software systems.
- Security vulnerabilities from delays in PACS updates—either from manual data entry or automated imports that do not occur in near real-time. (If an employee is marked as terminated in the HR database but their access isn't revoked until hours, or possibly days later, then that customer has a liability risk.)
- Organizations wanting to migrate from a legacy system to Synergis over time. Pinwheel DME enables them to keep the existing access system without needing to “rip and replace” all at once.
- Any customer requesting custom data integrations that would normally require engaging professional services, which may have an unknown cost and timeline for completion.

### Questions to ask:

- What data sources will drive decisions in Synergis? (For example, in a University a cardholder's access rights are likely determined by data in their ERP or SIS system and Housing software. Also, the credential is likely being produced in a 3rd-party badging software.)
- How long does it take for a record to be updated in Synergis when a replacement badge is made? (Should be 15 minutes or less.)
- How long does it take for a record to be updated in Synergis when data changes in their ERP or Housing software? (Should be 15 minutes or less.)
- Do they find it challenging to centrally manage physical identities and their access rights validation?
- How do they handle managing access rights for outsiders: guests, contractors, campus, conferences, etc.?

### Pinwheel DME Benefits:

- Offers end user direct line of support to a custom data integration engineer.
- The Pinwheel DME subscription license includes professional services so the end user has the control and freedom to make changes to their access logic and business rules as often as they like — without any unforeseen costs.
- Once the IT department sets up the initial data access for Pinwheel, they are off the hook for normal operations.
- By outsourcing their data integrations to Pinwheel, which provides the ability for greater granular control of access rights, the customer will get more use and value from Synergis.

#### Use Cases:

- Automating early arrivals on campus. For example: athletic teams who arrive at school two weeks before the semester starts and need to get into their dorm rooms and on a meal plan.
- Unlocking and locking specific doors based on changes in 3rd-party calendaring or scheduling software.
- Companies that want to sync their Synergis system with a different access system that controls the exterior doors, turnstiles and elevators of the building they occupy.