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John Dyall
President
Keyscan



Securing Business

Keyscan's access control systems are securing sites across Canada, the US and Latin America

Keyscan's commitment to security is apparent as soon as you visit the company's head office. Access control cards are needed to unlock everything from meeting rooms to hallways, and every snap of a latch demonstrates how isolated the different areas become.

Of course, the employees who pass through these doors obviously understand the security measures better than most people. They have developed, manufactured and deployed more than 50,000 electronic access control systems throughout Canada, the United States and Latin America.

“There's been a myriad of applications,” says Keyscan President John Dyall, referring to projects as diverse as single-door office facilities or multiple sites that require connected controls. Unlike some competitors that rely on third-party vendors to develop the related pieces, this Whitby business completes all the work in house,



Community of Choice...for Business

Fast Fact Keyscan has provided over 50,000 electronic access control systems in Canada, the US and Latin America.

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creating everything from the hardware and software to the network-based platforms which can watch over multiple locations at a time.

“The customization factor is large for us because not every building is the same,” Dyall explains. Even the applications can vary. A multinational corporation might want the tightest-possible security, limiting access with everything from cards and tokens to biometric readers, but a local school board might want community groups to have easier access to specific areas in a school.

In fact, signs of the company’s commitment to customized solutions are all around him. Keyscan took the unusual step of transforming a local roller rink into its own high-tech head office. It was simply a matter of looking beyond the structure’s limitations to find the opportunities.

“It had great access to the 401 and also it had great parking and a lot of green spaces,” Dyall says, referring to the site. “The Town [of Whitby] showed us the facilities that were available, the land that was available, and they worked with us when we applied for building permits and also when we applied for the design.”





The location even plays a role in ongoing recruiting and retention efforts since most of Keyscan's highly trained workers live in Durham Region. "Whenever we recruit, we like to say, 'If you live in Whitby, why not work here?'" Dyall says. "We find it very advantageous to have a five-minute commute, so we use that strongly in all our recruitment interviews." After all, many new hires have a close connection to the area. "UOIT is right at our back step, and we also have Durham College, both of which provide great programs for software development and also for hardware and electronics," he adds.

In many cases their work is supported by local suppliers as well. "You have the opportunity to meet them face-to-face on a regular basis," Dyall explains. "We also found there's a lot of expertise in the local marketplace based upon the fact that they have worked with manufacturers in the automotive sector and other industries."

Collectively, the factors can all be seen as the keys to Keyscan's success.

Web: www.keyscaan.ca

