

# Case Study

SixFour3, a members-only, self-service indoor sports complex, implements KastlePresence to improve convenience and enhance security for their athletes.

## KastlePresence Enables Mobile Access Control to Redefine a Self-Service Training Center Experience

### THE SITUATION

KastlePresence is Kastle System's intuitive Internet of Things (IoT) mobile access control solution and is one of the premier amenities at SixFour3 (SF3), an indoor baseball and softball training facility with fielding, pitching and hitting lanes for individuals or teams. Kastle's state-of-the-art mobile platform allows SF3 members and its network of elite personal trainers to use the Bluetooth technology on their smartphones — instead of physical keys or cards — to easily access the sports complex, offering an experience that goes above and beyond that of other training facilities.

### THE CHALLENGE

Kastle is an ideal security partner for a facility like SF3 — which has a business model built around self-service and doesn't have day-to-day employees — because it offers a full suite of managed services including access control, 24x7 monitoring and the safest mobile platform in the world. "Our training facility is unmanned and accessible anytime to our members," said SF3 partner Sean Sullivan. "The ability to manage, audit and control access is critical to our business."

### THE SOLUTION

KastlePresence, which leverages a system of smartphones, access control readers and wireless beacons to be location-aware

and is managed by Kastle's award-winning team, is integral to the SF3 concept. Members (and their personal trainers) reserve practice space or schedule a training session online. Then, at the specified time, they conveniently access the complex using mobile credentials from their smartphone.

Since its initial launch in 2015, KastlePresence has been rolled out to customers ranging from professional services firms to building owners across several major markets in the U.S., including New York, San Francisco, Washington, D.C., Los Angeles, Dallas, Houston, and Chicago. Though it has primarily been used as a security solution for the workplace or multifamily properties, this marks the first time the platform has been used in an environment for indoor sports and recreation.

*"Our customer service and unique, innovative features are what attract customers," said Sullivan. "The KastlePresence app provides not only a 'cool' factor, but also the peace-of-mind and security that we demand for our members."*

KastlePresence redefines experiences in all types of properties, which is important during a time when avid technology-consuming millennials

“As our customers increasingly adopt automation and improve end user experiences, Kastle Systems is committed to supporting them with innovative, frictionless solutions that enhance security, efficiency, and convenience. Those are just a few of the unique benefits of the Kastle Managed Security Services platform,” said Kastle Systems’ CEO & Co-Chairman Piyush Sodha. “We value our partnerships tremendously, especially with customers like SF3 whose customer service values and commitment to innovation align well with our own.”

are becoming the largest segment of the population. The features of the KastlePresence platform include:

- + Doors and other entrances that open with a smartphone, hands-free, without unlocking the device or removing it from a pocket or purse.
- + A single, mobile credential that can be activated across multiple sites.
- + A personal safety button providing first responders with exact location within the building.
- + Messaging center that enables owners and property managers to push notifications directly to everyone’s smartphone.
- + Background app that is instant, constantly connected, and low maintenance with battery-efficient performance.
- + Trending and real-time occupancy data for better space and energy optimization.
- + New mobile capabilities for owners and property managers to call elevators, open doors for a remote location and easily authorize visitors.

Cloud computing and networks of data-gathering sensors are making everything in our lives mobile, virtual, automated, and connected — smart. Kastle Systems knows this is just the beginning. As the developer, owner, and operator of the KastlePresence platform, Kastle Systems has been building an Internet of Things operating system for the last several years. Kastle will continue to leverage its rich tradition of customer service and “voice of customer” product development to keep the platform relevant as technologies, expectations, and needs continue to evolve with the rise of the millennial generation. KastlePresence simplifies everyday experiences, while setting the expectation for the industry, IoT, and generations ahead.

## ABOUT KASTLE SYSTEMS

Kastle Systems has been leading the security industry for more than 40 years with new technologies and advanced security solutions. Named the 2015 Systems Integrator of the Year for outstanding innovation and customer experience by SDM, the industry’s leading trade publication, Kastle operates and manages security systems for its clients remotely, around-the-clock. Kastle protects over 10,000 locations nationwide and internationally. Kastle’s innovative outsourced security services significantly reduce costs and improve the critically important, 24x7 performance of security systems for building owners, developers and tenants. KastleVideo systems deliver the latest advancements in monitored video solutions, including high-definition cameras, cloud-enabled network recording and cutting-edge video analytics. Headquartered in Falls Church, Virginia, Kastle is the largest security company in DC according to the Washington Business Journal. Kastle Systems also has offices in Los Angeles, San Francisco, Houston, Dallas, Chicago, New York, Philadelphia and Sydney, Australia.

## ABOUT SF3

SixFour3 is a members-only, self-service indoor sports complex, designed for diamond sport athletes. Our facilities are divided into two distinct areas, one focused on individual member accommodations and the other on team and group training/clinics. With online booking options, innovative self-service training and an active trainers network, SF3 offers accommodations unlike any other. Add to that our state-of-the-art access control (including hands-free smartphone-powered access) and 24x7 video monitoring, our members enjoy anytime access in a highly secure environment. For more information, visit [www.sixfour3.com](http://www.sixfour3.com).