

# THE TRUE COSTS OF KEY MANAGEMENT

In the past, key management systems have had many associated components, challenging procedural concerns, and expensive administration. Some of these expenses may be budgeted by Facilities whereas others are directly tied to Security or Operations. Today, effective key management systems are designed to provide substantial time and cost savings while producing a rapid Return on Investment.

An effective key management system will significantly reduce:

- ❑ Operating expenses associated with calling a locksmith when a key is lost or stolen
- ❑ The need to re-key when no keys are missing
- ❑ The need to maintain an inventory of cylinders
- ❑ The number of lost keys by making key holders more accountable for their keys
- ❑ The cost associated with shipping cores to vendors and other facilities

The InstaKey Security System allows you the flexibility to maintain, manage, and reduce your current key management system expenditures. This system:

- ❑ Utilizes a re-keyable cylinder that allows you to re-key up to 12 times without re-pinning or removing any lock hardware
- ❑ Retrofits into 90% of existing lock hardware
- ❑ Uses non-duplicable and trackable (serial numbered) keys. Therefore, when you can account for all keys, you know there is no need to re-key
- ❑ Allows the user to re-key a lock in a matter of seconds even on a grand master level

## **Do you know how much you are currently spending on your key management system?**

The attached worksheet will help you evaluate your current key services expense.

The InstaKey Security System makes key management simple by reducing costs, increasing security, and saving time. For more information contact Cita Berthelsen at 303-761-9999 ext: 125, email at [cberthelsen@instakey.com](mailto:cberthelsen@instakey.com), or visit us on the web at [www.instakey.com](http://www.instakey.com).

How many total locations does your system encompass? \_\_\_\_\_(D)

What is your average locksmith service expense?

Internal Locksmith Services (on-site locksmith) \_\_\_\_\_(A)  
(\$ spent changing or re-keying the lock in a location)

Example: On-site locksmith may take 1 hour to change a lock at \$35.00/hr. This expense will be \$35 per lock multiplied by the total number of doors in that location.

OR

Contracted Locksmith Services \_\_\_\_\_(A)  
(the average price per locksmith Invoice)

What is the average # of times you change locks a year per location? \_\_\_\_\_(B)

**CALCULATIONS**

<b><u>Locksmith Labor Services (A)</u></b>		<b><u>Avg. # of times to change locks / rekey (B)</u></b>		<b><u>Annual Location Key Services Expense (C)</u></b>
_____	X	_____	=	_____

<b><u>Annual Location Key Services Expense (C)</u></b>		<b><u>Total Number of Location(s) (D)</u></b>		<b><u>Total Annual Key Services Expense</u></b>
_____	X	_____	=	_____

*“Our annual keying costs after converting our 6,500 locations to the InstaKey system compared to what we had been averaging before the conversion resulted in an annual savings in excess of \$1 million. Did this system pay for itself? You bet! And, we improved our store security in the process.”*

Jerry Snider, Director of Asset Protection  
Dollar General Corporation

**For a complete ROI Analysis, please fax this worksheet to 303-761-6359.**

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_ PHONE: \_\_\_\_\_

What lock manufacturer's key management system are you using now? \_\_\_\_\_

What is the total number of doors/locks in your location(s)? \_\_\_\_\_

How many keys are being used per location? \_\_\_\_\_

Are your keys duplicable? Yes or No

Do you track your key system in a database? Yes or No