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**Stanley Kim, Senior Vice President, RF Logics Inc.  
Interviewed by FindBiometrics  
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**FB**

Has this been a good year for RF Logics?

**SK**

This has been a very productive year for our company. RF Logics, Inc is a leading provider of security management systems, software, proximity readers with cards and finger biometrics for governmental and commercial markets. For many years, RF Logics has focused intensively on developing the one, true system solution product that enables organizations to effectively protect, supervise, and manage their employees, assets and properties. In 2008, our company sales revenue increased by 85% and we are adding many new direct channel partners.

**FB**

You launched your new XAD Access Control NVR system a few months ago which integrates Access Control and Video Surveillance Systems. Can you review the advantages of this new product for us?

**SK**

RF Logics proudly launched the XAD Series this year, a single operation platform for biometrics, access control and video surveillance management. This major product release has been in the works for the past 3 years and we are tremendously excited about the response we have received to date! We have embedded the access control and video surveillance OS into the system by maximizing IT and invested infrastructures and by not using any middleware servers or video bridging software.



A recurring dilemma occurs when it comes to offering a total security solution for combining Video Surveillance with Access Control. Without compromising features of either element, XAD Access Control NVR™ provides a powerful security solution which operates both features in an easy to use single software platform. It manages all aspects of Access Control and NVR in a synchronized fashion to give unparalleled control in security.

The XAD, Access Control Video Surveillance Management System, contains full access control system features, high-end customer application features and Point-of-Sale, ATM onto DVR. Moreover all modulated optional Time & Attendance, Visitor Management, Elevator Control, and ID Badge Printing systems are also available from XAD. Individual application software are available as standalone systems, or can be deployed in any combination to deliver a single integrated solution that uniquely satisfies each customer's particular needs in small, midlevel, and enterprise level security.

XAD systems offer unlimited scalability, unmatched performance and stability. We believe technology is changing, but our research and development will continue to deliver the revolutionary state-of-the-art systems that are affordable and economical.

XAD has about 750 functions and your readers can check details from our website [www.rflogicsinc.com](http://www.rflogicsinc.com). Among the many features of XAD, I would like to highlight a few.

Access control devices can secure facilities and control access. However, when something happens, they do not provide clear facts regarding alarms and events, which are not registered. On the other hand, surveillance system such as CCTV and DVR provide “after facts” but cannot be used as protection measures. That is where XAD stands out.

XAD provides very efficient and easy-to-use search methods such as Motion area search, Text search, and Icon search.

These can reduce the time needed for search quite dramatically. Especially with Text search, you can find all video footages related to a particular ID, Name, Time or Item (POS).

XAD also provides video pop-ups when transactions occur on site or in remote sites. XAD provides excellent CMS (central monitoring system) at the level of a professional monitoring service company.

**FB**

You recently won a major contract in Dubai. Can you please tell us about this?

**SK**

This is big news for our company. The Dubai project is for a high-rise complex that has a hotel, offices, residential condominiums and international stores. They wanted an integrated solution that could provide them

alarms & events with associated video recordings and the ability to manage over 1000 remote locations through one central station. In the Dubai project, we initially sold our new XAD system as pilot test and based on the very successful test deployment results, we are now preparing to ship a significant number of XADs, access control devices including finger biometrics, time & attendance and surveillance cameras. Current estimates on this project require 800 access control readers, 700 cameras, and 150 to 170 XAD systems. More importantly, this project represents a real world confirmation of the ability of XAD's Enterprise Operation, which can handle up to 3000 doors and 3000 cameras by stacking XADs.

**FB**

Can you please update us on your fingerprint and facial biometric products?

**SK**

The company's Fingerprint Biometric Readers have been designed specifically for use in the security and access control environment. Over 60,000 of these devices have been sold worldwide, and their performance in the harsh environment of both military and commercial applications has been outstanding.

The Fingerprint Biometric products utilize an Optical Scanning technique using Surface Enhanced Irregular Reflection Technology (SEIR), with High Contrast, Uniform Intensity Imaging. This technology combined with the company's own sophisticated, state-of-the-art algorithm for comparing fingerprint images, delivers a uniquely robust and accurate performance from a range of readers, which can be used either as part of a wide range of access control and time and attendance systems or as stand alone devices with their own door programming and control capabilities.

The readers are designed to withstand daily use in testing environments and may be mounted outdoors. They are not susceptible to static discharge or other external conditions, which commonly cause problems with other types of biometric reader systems.

The SEIR technology allows the use of a Sapphire Crystal finger-reading surface, which is highly resistant to scratching and damage, requiring little or no maintenance. Combined with the polycarbonate housings, the products while architecturally pleasing are extremely robust and operate in the most testing environments. The Fingerprint Biometric readers are available in combination with RF Logics' own proximity card reading systems; they may be used with card readers of other manufacturers; with RF Logics' MIFARE contactless smart cards, carrying the finger template on the card; with PIN code identification or as direct fingerprint comparison readers.

Our Finger Biometric Series of Readers are intelligent field programmable Standalone / Network Access Controller based on dual microprocessors, designed for the highest security access control and Time and Attendance (TA Version) with built-in 4" proximity reader, keypad, and fingerprint module with solid optical sensor for high reliability as well as easy operation.

**FB**

What are some of the trends that you see in the industry and how are these affecting your business?

**SK**

Convergence in the market is the key for us. Biometric access control and video surveillance systems are most commonly being integrated. Many companies claim seamless integration. However, it is the most troublesome of all areas to overcome. After 3 years of extensive research and development, RF Logics Inc. has developed the revolutionary, yet economically integrated solution with XAD. Now we are trying to establish this product as a significant trend in the security industry. I truly believe that XAD is a pioneer product in security convergence.

Furthermore, XAD will change many aspects of our company and business. Many well-known security product companies are seeking relationships with us and we are expecting no direct competition for at least 2 years. We think it will provide us with a dominant position and increased market share.

**FB**

What are some of the challenges you face on the sales front?

**SK**

I would say that education is the main challenge we face especially with our new XAD product. Many clients cannot believe what we are offering. I hear, "Oh really..." from a lot from customers. It means that XAD has amazing capabilities but potential customers still have doubts. Many of them have used other convergence products and may have bad experiences or they have never heard of this kind of product before. That is the first challenge we are facing. Luckily our very successful test and deployment in Dubai will go a long way to alleviate these concerns moving forward.

Secondly, some people might misunderstand XAD and think of it as just another DVR system. XAD is not a DVR but a complete security solution. Surveillance is only a part of XAD's system features. The real key to XAD is the integration, not just access control or just surveillance. Once we explain this and customers understand the scope of the XAD system, then the choice is very simple.

**FB**

Thanks Stanley, for taking the time to review your new technology with us today.

**SK**

You are most welcome Peter. We are looking forward to providing your readers with our Dubai case study one the deployment is fully completed.